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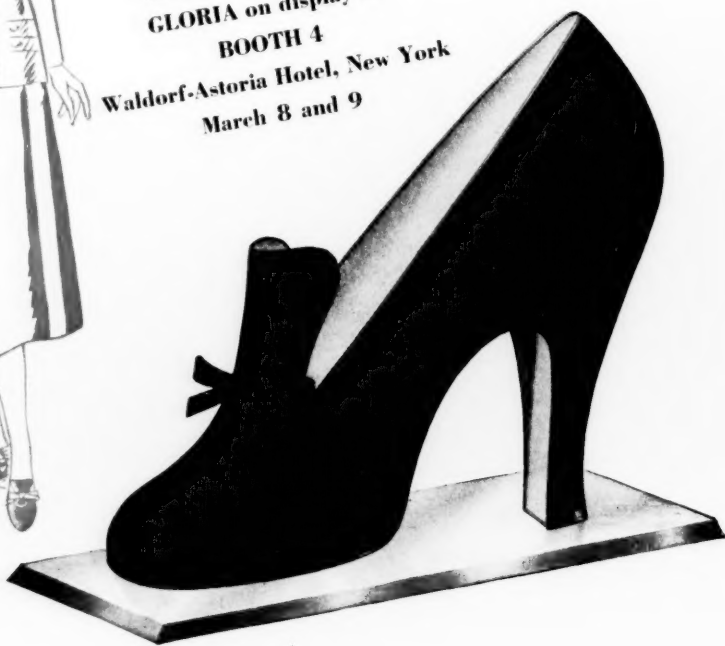
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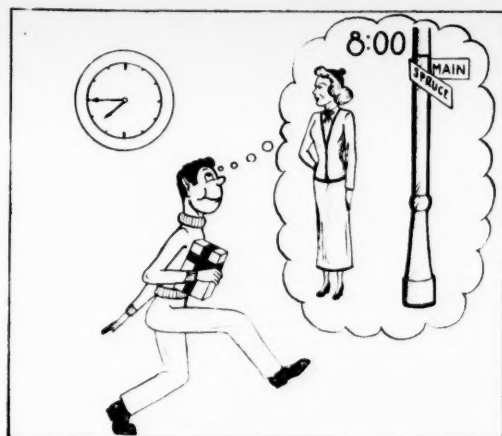


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ESTABLISHED 1890

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LEATHER SHOW

BUYERS POSE PRICE CHALLENGES TO TANNERS 29

As consumer price pressures intensify, price readjustments are expected along the supply chain. Whether they can or will adjust is something else. The Leather Show will indicate some of the answers.

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Production cutback blamed on readjustment period.

ARMY TO CONSIDER SMALL BUSINESS AWARDS

NESLA petition brings action.

PACKERS ASK DISMISSAL OF ANTI-TRUST CHARGES

LEATHER & SHOE INDUSTRY TO REMAIN STABLE

Tanners Council finds outlook encouraging.

ARGENTINA'S IMPORT TRADE RETURNED TO PRIVATE BUSINESS

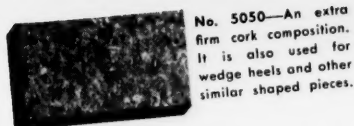
Govt. agency stripped of importing functions.

1949 SHOE OUTPUT DECLINES

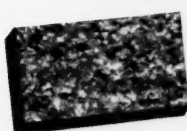
Feb. production falls 15.6 percent off 1948 level.

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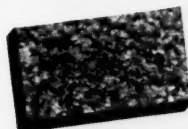
No. 5050—An extra firm cork composition. It is also used for wedge heels and other similar shaped pieces.



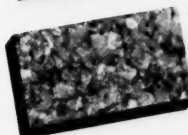
No. 5040—A medium firm cork composition. Holds straight sidewall better than do softer platform materials.



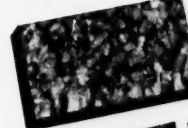
No. 5030—Made of coarse cork particles. A dense composition that combines firmness with flexibility.



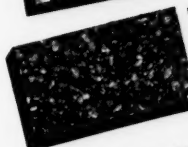
No. 2616 — Medium density cork composition. Light and flexible. Adaptable to many different designs.



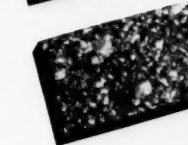
No. 2601 — A soft, light cork platform. Also used in rubber footwear and in many types of sport shoes.



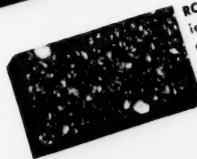
No. 1114C—The lightest, most flexible of all Armstrong's cork platforms. Used in all priced shoes.



RK-372 — (Cushion Cork®) is the top-quality cork and synthetic platform. Very resilient, extra flexible.



No. 748—Extra firm, yet is resilient and flexible. Made of fine cork with a synthetic rubber binder.



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Platform in this Dainty Maid Haverhill, Mass., shoe is made of Armstrong's No. 2616 Cork.

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One of these nine materials is used in the shoe shown above, Armstrong's No. 2616 Cork Platform, a medium density cork composition. No. 2616 is soft enough to give quality comfort, yet firm enough to hold a clean edge in production. It is light in weight and extra resilient. Made of fine cork particles, it compresses 30% to 50% under 100 pounds pressure per square inch.

No. 2616 Cork Platform may not be exactly suited to the shoe you are making. If not, then one of the platforms shown at the left is sure to meet your requirements. Your Armstrong representative will gladly supply you with information and samples of these materials. Call him today. Or write Armstrong Cork Co., Shoe Products Dept., 8803 Arch St., Lancaster, Pa.



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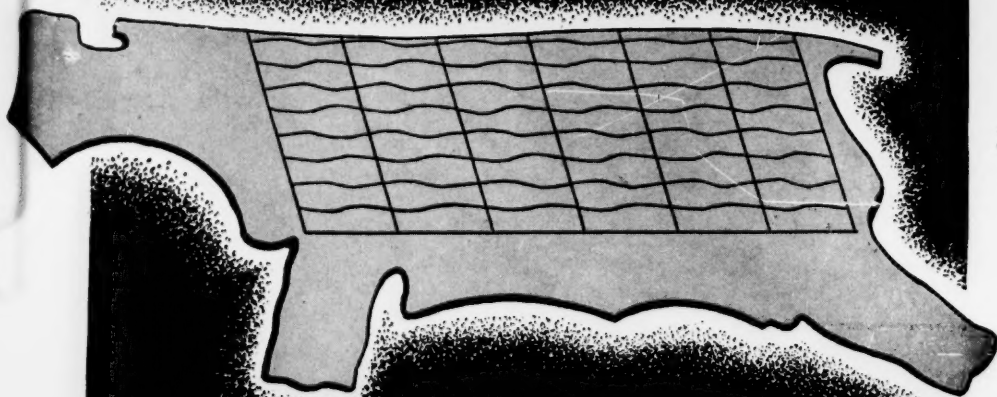
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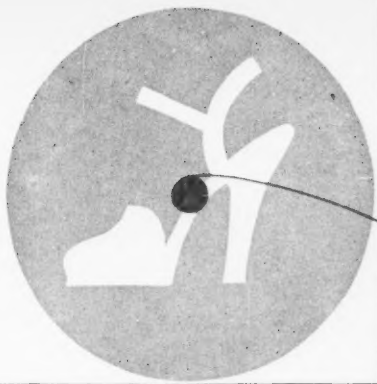
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EDITORIAL

The Coming of Sovietized America

CAN a Communist labor leader serve in the best interests of Communism and democratic American labor at the same time. Can an American Communist labor leader act independently of the Communist International? Will a Communist make his labor gains solely through peaceful, legal, democratic processes? What, anyhow, is the basic objective of the Communist labor leader in American trade unions?

We will allow some of the gods of Communism—Lenin, Stalin, Marx, William Z. Foster, Andre Zhdanov—to furnish the answers.

Lenin (from his writings, lectures, speeches, etc.):

It is necessary to agree to any and every sacrifice, and even to resort to all sorts of stratagems, maneuvers and illegal methods, to evasion and subterfuge in order to penetrate the trade unions, to remain in them, and to carry on Communist work in them at all costs . . .

Close contact with trade unions calls for very complicated and diversified work in the form of propagation, agitation, timely and frequent conferences with leading and influential trade union workers . . .

Every sacrifice must be made to carry on agitation and propaganda systematically . . . precisely in those institutions—even the most reactionary—to which proletarian masses belong. And the trade unions are precisely the organizations in which the masses are to be found . . .

The Communists must exert every effort to direct the working class movement . . . along the straightest and quickest way to the universal victory of the Soviet power . . . The whole task of the Communist who wants to be a practical leader requires the strictest loyalty to the ideas of Communism and must be combined with the ability to make all the necessary practical compromises, to "tack," to make agreements, zigzags, retreats, etc. . . . The revolutionaries who are unable to combine illegal forms of struggle with every form of legal struggle are very poor revolutionaries . . .

Is there such a thing as Communist ethics, as Communist morality? . . . Our morality is entirely subordinated to the interests of the class struggle. What is this class struggle? It is overthrowing the capitalists, abolishing the capitalist class . . . The liberation of the oppressed class is impossible without a violent revolution. *Andre Zhdanov* (Until his recent death a member of the Soviet Politburo, and head of the infamous International Comintern, which directs the tactical strategies of Communists in all countries):

It is the bounden duty of every Communist to belong to a trade union, even

a most reactionary one. Only by constant and persistent work in the trade unions and the factories, together with ruthless struggle against the reformist bureaucracy, will it be possible to win the industrially organized workers over to the side of the Party . . . The Communists render every support to strengthen the work of the Red International of Labor Unions . . .

The Communist Party must secure predominant influence in the broad mass proletarian organizations—trade unions, factory councils, etc. It is particularly important to capture the trade unions, to work in reactionary trade unions and skillfully to capture them.

William Z. Foster (Head of the U. S. Communist Party: from his book, "Toward A Soviet America," a virtual blueprint of how Communists plan to take complete control of the U. S. through the trade unions, followed by violent revolution):

The American workers will demonstrate that they, like the Russians, have the intelligence, courage and organization to carry through the revolution . . . The final aim of the Communist International is to overthrow world capitalism and replace it by world Communism . . . The capitalist class can be dislodged only by force . . . In analyzing the potentially revolutionary forces the first group to be considered are the workers. They are the very heart of the revolutionary movement . . .

The influence of the Party stretches far and wide beyond the limits of its actual membership . . . The Communist Party actively promotes the mass organization of workers, regardless of political opinion, into trade unions . . . The Communist Party bases its work directly upon the mills, mines and factories . . . The Party and the revolutionary unions are organized especially for this intense shop work. It utilizes the electoral campaigns to educate the workers and to mobilize them for every phase of its program on the political and economic fields . . . The Communist Party makes it clear to the workers that the capitalist democracy is a sham and there must be no illusion about peacefully capturing the State for the working class . . .

The Communist Party of the U. S. is the American section of the Communist

International. The Communist International carries out a revolutionary policy on a world scale . . . is a disciplined world party . . . Its leading party is the Russian Communist Party . . . For the U. S., the Soviet Union is a plain indicator of the society that is to be . . .

American workers, once in control, will have the practical assistance of the Soviet governments existing at the time of the American revolution . . . In the early stages of the revolution, even before the seizure of power, the workers will organize the Red Guard. Later on, this body becomes developed into a well-disciplined Red Army.

Joseph Stalin (from his writings, speeches, lectures, etc.):

I think the American Communist Party is one of the few Communist parties in the world which history has laid tasks of decisive character from the point of view of the world revolutionary movement . . . I think the moment is not far off when a revolutionary crisis will develop in America . . . Every effort and means must be employed in preparation for that, comrades. For that end we must work to forge real revolutionary cadres and a real revolutionary leadership capable of leading the many millions of the American working class toward the revolutionary class struggles . . .

The Party should march at the head of the working class. Only such a Party can lead the workers out of the narrow path of trade unionism and consolidate them into an independent political force . . .

The Party as the rallying point of the working class, is the best school for the training of leaders who shall be capable of guiding all the forms of organization thrown up in the course of the working-class struggle. The Party is specially fitted for the work of converting every non-Party organization of the working class into an auxiliary corps and a means of linking up the working class as a whole with the Party . . .

Karl Marx (from the Communist Manifesto):

Communists everywhere support every revolutionary movement against the existing social and political order of things . . . They openly declare that their ends can be attained only by forcible overthrow of all existing social conditions.

Thus, according to the gods and law-makers of Communist strategy, Communism is a doctrine dedicated to the destruction of everything in its path by the ruthless tactics of violence, betrayal, agitation, subversion and illegalities of action. These comprise, obviously, the very laws of its functional policy. *And penetration, capture and control of American trade unions is the principal instrument with which the Communists are dedicated to work their ultimate goal: the overthrow of the U. S. democracy and democratic American trade unionism.*

This is no melodrama of possibility. It is an immutable law of Communism. It is a real force in real action today in the U. S. For any Communist to deny this would obviously be sheer heresy to his doctrine and the Krenlin.

NOTICE

Anyone desiring reprints of LEATHER and SHOES' editorials may obtain them at the following nominal cost:

Up to 100.....	10c each
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1,000 or over	2½c each

NEWS

General Shoe To Lay Off 550

Production cutback blamed on postwar readjustment period of decreased consumer buying.

GENERAL SHOE CORP., Nashville, Tenn., one of the nation's five largest shoe manufacturers, announced this week that it will lay-off approximately 550 production workers within the next two weeks.

The lay-off, affecting an estimated 10 percent of the corporations 6500 workers employed in 19 factories in Tennessee, Alabama, Kentucky and Georgia, was attributed to a nationwide slowdown in the shoe industry.

Although the lay-off schedule had not been completed at the time of the announcement, Maxwell E. Benson, public relations director, stated that it would become effective on Feb. 28. He said the action resulted from a postwar readjustment period of decreased consumer buying.

Benson added that the firm recently lost several Government shoe bids and therefore did not have enough work at present to operate at full capacity. The company is launching a spring sales promotion program by which it hopes to bring production back to capacity again.

Officials revealed that various plants had earlier been placed on a four-day work week because govern-

ment contracts, awarded last fall, are almost completed. The company had recalled a number of workers to fill these contracts on time and was now returning to its earlier production schedule, they added.

The company said that close to 150 employes of 2500 workers in the two Nashville, Tenn., plants have already been notified of the lay-off. An additional 400 workers will receive notices at 17 remaining plants by March 12.

ARMY TO CONSIDER SMALL BUSINESS AWARDS

Back in Jan. the Navy startled the shoe manufacturing industry when it cancelled a bid invitation for 700,000 pairs of oxfords, announced that it would break up the bid into lots of 10,000 pairs to give smaller manufacturers a break. (L&S, Jan. 15, 1949). The Navy's sudden change of heart came about after continued pressure by the Brockton Committee for Economic Development (Mass.) and several congressmen. Last week, following a petition by the New England Shoe and Leather Assn., the fever spread to the Army—although not yet as decisively.

NESLA requested the Army amend its procurement policies "to authorize the distribution of a fair proportion of Army shoe procurement contracts

to small business concerns," pointed to the few Army contracts awarded small New England manufacturers recently.

The best that NESLA could get at the moment was a letter from Assistant Secretary of the Army Gordon Gray stating that the question was being considered in the Office of the Comptroller General.

Secretary Gray did not offer much encouragement. "Paragraph 2(b) of the Armed Services Procurement Act of 1947 expresses the policy of Congress that a fair proportion of total purchases be placed with small business concerns. The Department of the Army is endeavoring to carry out this policy. However, there is grave doubt as to whether that provision authorizes the award of a contract to a small business concern that is not the lowest responsible bidder."

Decline in Slipper Output Raises Dec. Factory Value

A sharp rise in the factory value of shoes and slippers during Dec., 1948 is explainable almost entirely by the normal seasonal decline in slipper production, the National Shoe Manufacturers Assn. reported this week. Slipper output in Dec. dropped to 3,309,000 pairs from 5,450,000 pairs in Nov., 1948, the association stated.

During the year, slipper production varied from a low of 5.7 percent in total shoe production during Jan., 1948 to a high of 15.7 percent in Nov. The monthly average, however, was 9.2 percent of the total.

Adjusting the average factory value of shoes shipped as shown by the monthly Bureau of Census reports to reflect variations in the percentage of slippers produced, the association finds that average value was as much as 16c lower in some months and 8c higher in others than it would have been had a uniform

Shoe and Slipper Production By Types: November, 1948

Kind of footwear	Total	All-leather uppers (thousands of pairs)				Part-leather uppers (thousands of pairs)				Non-leather uppers (thousands of pairs)			
		Total	Leather soles	Rubber or rubber composition soles	Other non-leather soles	Total	Leather soles	Rubber or rubber composition soles	Other non-leather soles	Total	Leather soles	Rubber or rubber composition soles	Other non-leather soles
Shoes and Slippers	34,714	29,729	19,120	9,981	628	761	389	255	117	4,224	1,963	933	1,328
Men's	9,502	9,092	5,899	3,111	82	109	74	35	...	301	146	19	136
Youths' and boys'	1,521	1,482	255	1,217	10	8	1	7	...	31	12	5	14
Women's	15,898	12,332	8,219	3,750	363	422	268	49	105	3,144	1,515	812	817
Misses'	2,366	2,034	917	1,029	88	164	7	147	10	168	81	30	57
Children's	2,403	2,080	1,248	754	78	34	17	15	2	289	115	46	128
Infants'	1,887	1,720	1,621	98	1	16	14	2	...	151	88	17	46
Babies'	1,137	989	961	22	6	8	8	140	6	4	130

UNIFORM*

* see page 17

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Plants: Little Falls, N. Y. and Danvers, Mass.

percentage of slippers been produced. Figures are shown on accompanying chart:

1948	Average Factory Value	Adjusted A.F.V.	Spread
January	\$3.92	\$3.84	— .08
February	3.91	3.84	— .07
March	3.91	3.84	— .07
April	3.78	3.72	— .06
May	3.59	3.56	— .03
June	3.62	3.61	— .01
July	3.68	3.69	+ .01
August	3.78	3.81	+ .03
September	3.75	3.81	+ .06
October	3.71	3.82	+ .11
November	3.59	3.75	+ .16
December	3.76	3.76	0

Argentina's Import Trade Back to Private Business

The harrassed Peron administration in Argentina is still trying to find its way out of its present embarrassing financial dilemma. Argentina's importing trade functions, until now handled by the government-controlled trade agency, will be returned to the private businessmen, Dr. Roberto Ares, minister of economy, reported this week.

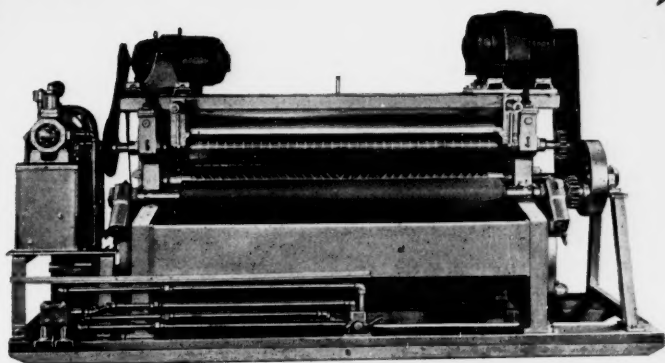
Ares said that the agency will be stripped of most of its importing functions. In the future, it will buy abroad materials needed only by the government agencies, control the export sale of major farm products, and import for the public only products difficult to handle commercially.

One government official declared that the South American country will buy everything possible from Great Britain and other European countries to avoid spending scarce dollars in the U. S. Argentina has a favorable balance of \$268 million with Britain and can collect only by taking its goods.

The National Economic Council stopped all imports on Feb. 1 when a dollar shortage brought on a crisis. Now Argentina is trying to exchange some of its surpluses to the U. S. for cash. Among the deals contemplated is the sale of \$5 million worth of hides to the U. S. Army for use in occupied Germany. Meantime, Peron and company are hanging on for dear life.

Packers Ask Dismissal Of Anti-Trust Charges

The nation's "big four" meat packers—Armour & Co., Wilson & Co., The Cudahy Packing Co., and Swift & Co.—have asked that the Justice Dept.'s anti-trust charges against them be dismissed on the grounds that the federal courts in Chicago lack jurisdiction. The government is seeking to break the four companies into 14 separate firms.



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**TC Official Foresees
Continued Price Pressure**

Although pressure for lower shoe prices will grow during 1949, there is no assurance that prices will be reduced radically during the year. Edward Drew, head statistician of the Tanners' Council told members of the Baltimore (Md.) Shoe Club last week. As an indication of the consumer trend to lower prices, Drew cited a five percent decline in independent shoe store volume during 1948 coupled with a five percent gain in chain store shoe sales.

Drew reiterated the Tanners' Council stand that 1949 shoe output will fall to 450 million pairs, a drop of 12 million pairs from the 462 million turned out in 1948. This will equal an average per capita consumption of 3.02 pairs compared with 3.17 pairs in 1948. Prewar per capita consumption during the years 1936-40 was 3.15 pairs.

"General business conditions in 1949 are going to be considerably tougher for volume prices and profits," said Drew. "We believe that we have reached the top of the hump. There is no place to go but down. Exactly how far is hard to determine."

He added that while the shoe business depends on national income and employment conditions, "we still believe that a fair volume of shoes will be made. Not a peak volume but not a depression volume either."

Release 2nd ECA Report

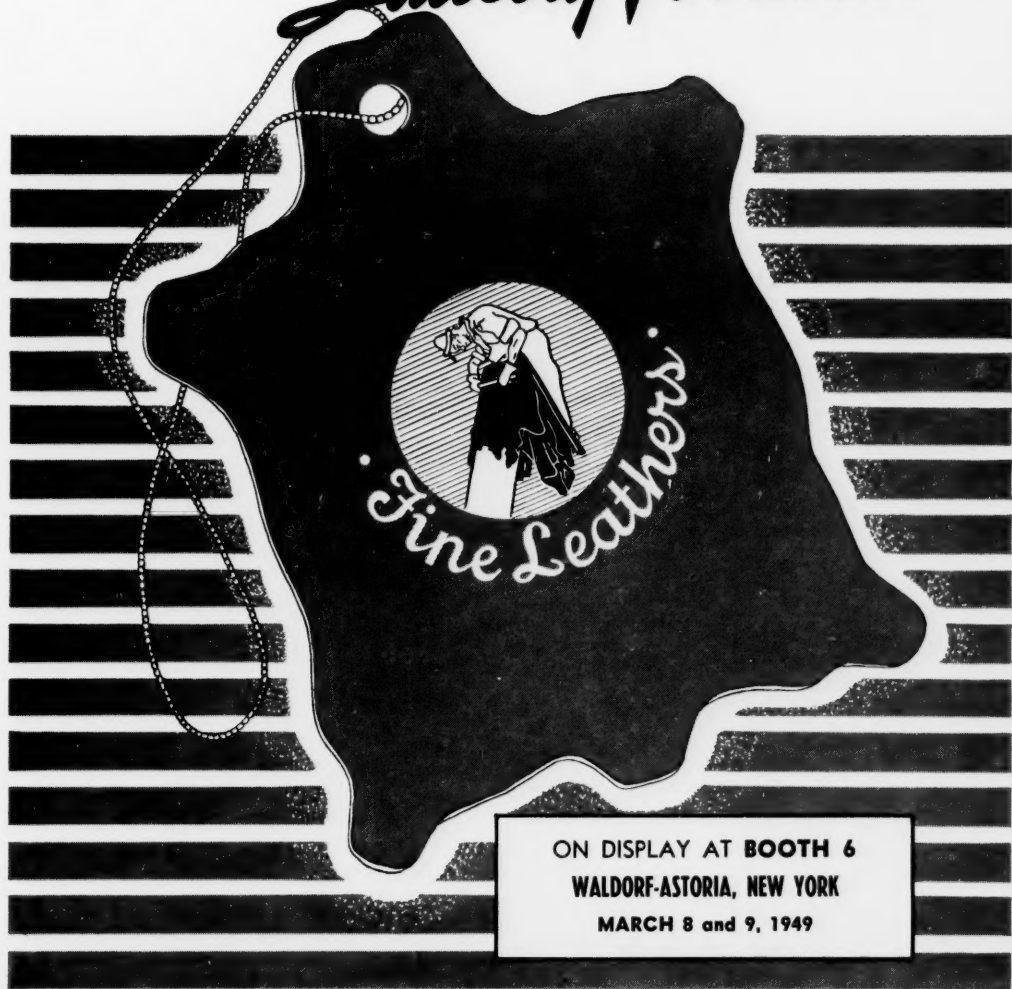
Eighteen million dollars worth of hides, skins and leather were authorized under the ECA-financed supply program for Europe up to last October first, the Economic Cooperation Administration informed Congress in the Second ECA Report.

The recipient countries listed were: Austria, \$300,000; France, \$400,000; Greece, \$300,000; Italy, \$2,000,000; Netherlands, \$1,700,000; Bizone, Western Germany, \$12,300,000.

Some of the items were authorized for procurement in participating countries, as follows: Italy, \$292,000; Turkey, \$83,000; United Kingdom, including overseas territories, \$84,000; Greece, \$22,000; Denmark, \$162,000.

Authorizations for non-participating countries, outside the Western Hemisphere, were: Iran, \$32,000; India, \$177,000; Siam, \$97,000; New Zealand, \$84,000; Syria, \$71,000;

*Look for this tag on
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Fred A. Lyons
1221 Locust Street
St. Louis, Missouri

Ethiopia, \$68,000; Union of South Africa, \$53,000; Australia, \$32,000.

The procurements for Latin America were: Venezuela, \$20,000; Brazil, \$2,276,000; Mexico, \$40,000; Peru, \$191,000; Uruguay, \$1,834,000; Argentina, \$1,244,000; Colombia, \$961,000; Paraguay, \$121,000; Bolivia, \$53,000.

Lea. Firms Owe Workers \$109,883 Back Pay

Manufacturers of leather and leather products owe a total of \$109,883 back wages to some 2,733 employees for violations of the Fair Labor Standards Act (Federal Wage and Hour Law) and the Public Contracts Act during 1948. William R. McComb, Administrator of the Wage and Hour and Public Contracts Divisions, U.S. Dept. of Labor, revealed recently in his annual report to Congress.

The report covers the 12-month inspection period of the Divisions ended June 30, 1948, during which 372 leather and leather goods firms were inspected.

McComb reported that failure to make proper payment for overtime work was the most common type of violation. Some employees, however, had failed to meet the 40-cents hourly minimum required by the Wage and Hour Law while others were guilty of by-passing the child labor provisions in this law and the Public Contracts Act.

Many employers are still uncertain about basic wage and hour laws, said McComb, pointing out that most violations are due to improper calculation of overtime compensation and exemption provisions.



DR. THOMAS H. DAUGHERTY

... has been named assistant director of research for Calgon, Inc., Pittsburgh. A graduate of Carnegie Institute of Technology, he later attended the University of Pittsburgh. He joined Hall Laboratories in 1934. During World War II, Dr. Daugherty was in the Chemical Warfare Service and the Office of Strategic Services, attaining the rank of Lieutenant Colonel.

Coming EVENTS

March 6-7, 1949—Spring Showing, Shoe Travelers of the Carolinas, Hotel Selwyn, Charlotte, N. C.

March 6-9, 1949—Allied Shoe Products and Style Exhibit, Hotel Belmont Plaza, New York City.

March 8-9, 1949—Official Opening of American Leathers for fall, Waldorf-Astoria, New York City.

April 3, 1949—Shoe Mfrs. Fall Opening, Eugene A. Richardson Associates, Hotel New Yorker, New York City.

April 27-30, 1949—St. Louis Shoe Show, St. Louis Shoe Mfrs. Assn., Hotel Statler and other hotels, St. Louis, Mo.

May 1-4, 1949—Advance Fall Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

May 2-13, 1949—British Industries Fair, Earls Court and Olympia, London, and Castle Bromwich, England.

May 8-10, 1949—Spring Show, Iowa Shoe Travelers Assn., Des Moines, Ia.

May 8-11, 1949—Fall Shoe Show, Southwestern Shoe Travelers Assn., Adolphus Baker and Southland Hotels, Dallas, Texas.

May 16-17, 1949—Spring Meeting, Tanners' Council of America, Inc., The Cavalier, Virginia Beach, Va.

May 21-28, 1949—24th annual National Foot Health Week, National Foot Health Council.

May 23-24—National Hide Assn. Annual meeting, Brown Hotel, Louisville, Ky.

May 23-26—Popular Price Show of America, Hotel New Yorker, New York. Sponsored by the National Assn. of Shoe Chain Stores and the New England Shoe and Leather Assn.

May 30-June 10, 1949—Canadian International Trade Fair, Toronto Exhibition Grounds, Toronto, Canada.

June 22-24—ALCA Convention Monmouth Hotel, Spring Lake, N. J. Spring Lake, N. J.

Sept. 7-8, 1949—Official Opening of American Leathers for fall, Waldorf-Astoria Hotel, New York City. Sponsored by Tanners' Council.

Sept., 1949—Child Foot Health Month, National Foot Health Council.

Oct. 31-Nov. 3, 1949—National Shoe Fair, Chicago, Ill.

Nov. 3-4, 1949—Annual meeting Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Nov. 6-9, 1949—Advance Spring Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

Revised Canadian Figures

Production of leather footwear in Canada during 1948, originally estimated unofficially at 31 million pairs, is now set at 32,406,718 pairs, according to preliminary figures released by the Canadian Govt. This was nine percent less than the 1947 total of 35,573,871 pairs. During the last quarter of 1948, the downward trend of the first nine months output totals was reversed.

Production in 1948 showed the following, with figures for 1947 in brackets: Jan., 2,450,994 (3,132,186) pairs; Feb., 2,705,839 (3,299,531); March, 3,090,967 (3,456,069); April, 2,983,560 (3,404,750); May, 2,536,384 (3,276,768); June, 2,492,849 (2,976,156); July, 1,953,209 (2,398,348); Aug., 2,638,924 (2,722,686); Sept., 2,810,954 (2,861,820); Oct., 2,905,143 (2,860,723); Nov., 3,008,883 (2,736,735); Dec., 2,783,922 (2,548,199); total, 32,406,718 (35,573,871).

There were 285 factories in operation in leather footwear industry in Dec., 1948, this report adds, and these were located as follows: Nova Scotia, 2; New Brunswick, 3; Quebec, 180; Ontario, 81; Manitoba, 6; Saskatchewan, 1; Alberta, 2; British Columbia, 10.

Hides and Skins Stocks

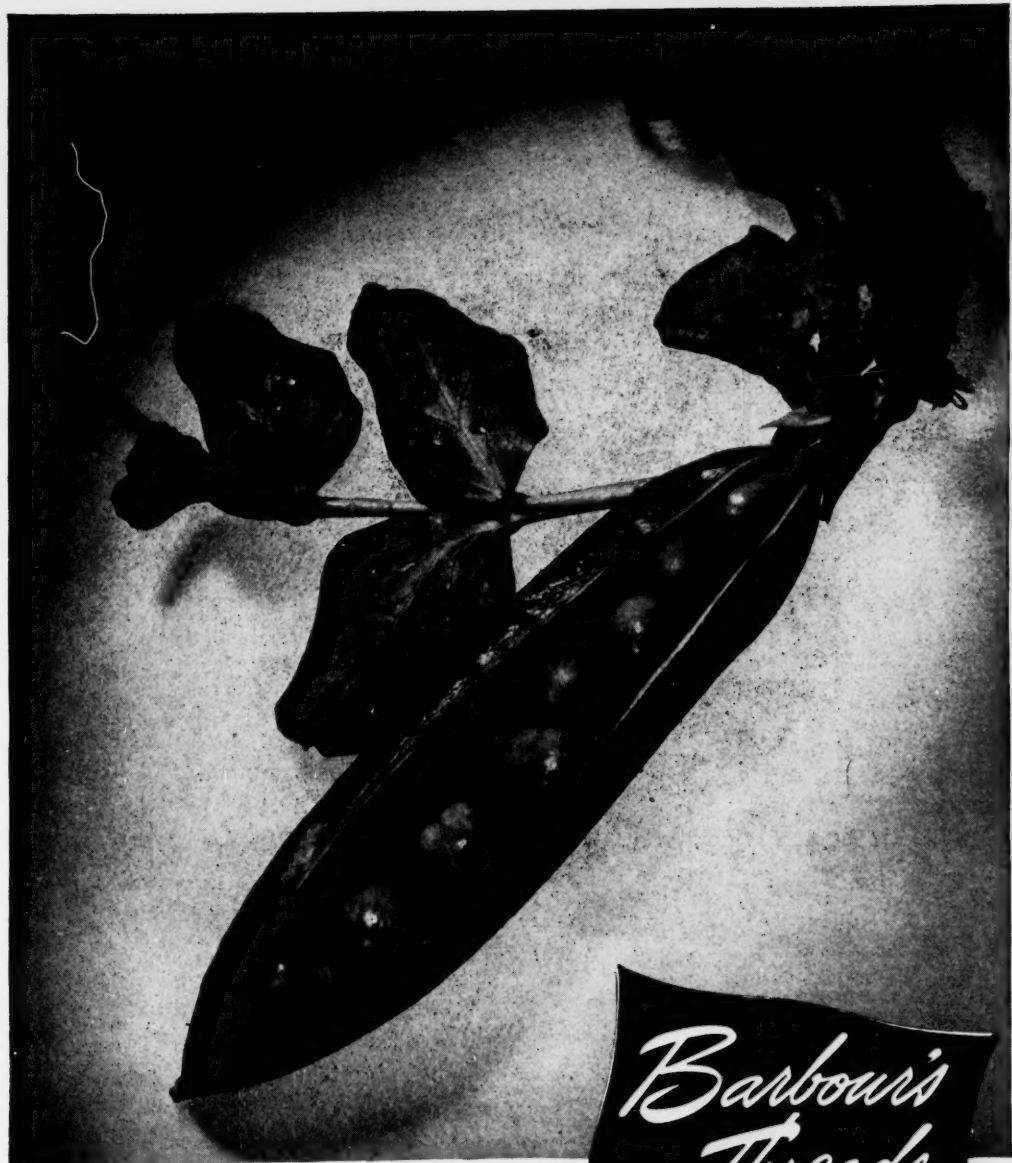
Stocks of raw cattle hides held by tanners, packers and dealers across Canada at the end of December, 1948, amounted to 493,794, an increase of 3.2% over the preceding month's total of 478,381 but a decline of 28.7% from the December, 1947, total of 692,684, according to a report just issued by the Canadian Government.

Stocks of calf and kip skins fell from 718,807 a year ago to 584,754, goat and kid skins from 144,627 to 63,003, horse hides from 59,638 to 24,789, and sheep and lamb skins from 76,512 dozen to 65,968 dozens.

Production of cattle sole leather in December, 1948, totaled 1,921,150 pounds as compared with 2,250,433 in the same month a year earlier; cattle upper leather 3,420,411 sq. ft. compared with 3,484,362. Production of calf and kip skin upper leather totaled 1,272,976 sq. ft. compared with 1,950,560.

ECA Shipments

A report of the Public Advisory Board, which covers the activities of the European Recovery Program through Dec. 31, 1948, reveals that \$400,000 or 20 percent of an au-



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March 5, 1949 — LEATHER and SHOES

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* see page 17

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Splits

FOR EVERY PURPOSE

Side Leather

MEN'S AND WOMEN'S
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thorized \$2 million worth of hides, skins and leather have already been shipped. Figures were compiled by the Dept. of Trade and Commerce.

Armstrong's Record Year

Employees of Armstrong Cork Co., Lancaster, Pa. received a novel package through the mails recently—a simulated record album containing an unbreakable miniature vinyl phonograph record together with a written analysis of the company's 1943 operations. The recorded portion of the unusual report, entitled "The Record of a RECORD YEAR", contained a three-minute spoken analysis of operations by H. W. Prentis, Jr., company president.

Factory Earnings Decline

A shortening of the average workweek reduced gross weekly earnings of some 12.7 million production workers in the nation's manufacturing plants from \$55.10 to \$54.77 in mid-Jan., 1949, the Bureau of Labor Statistics, Dept. of Labor, reports. Average weekly hours, partly reflecting seasonal factors, declined from 40.0 to 39.6 hours over the month.

During the period, further reductions in weekly hours were reported in the leather, leather goods and shoe manufacturing industries. For the soft goods division as a whole, the mid-Jan. workweek was more than one hour below the year-ago average. Gross weekly earnings for the non-durable goods division changed from \$50.51 to \$49.98 following a drop in the workweek from 39.3 to 38.6 hours.

Average weekly earnings in the leather and leather products industry fell from \$42.59 in Dec., 1948 to \$42.32 in Jan., 1949. During the period average weekly hours fell from 37.2 to 36.8 and average hourly earnings increased from \$1.146 to \$1.151.

NLRB Reports On Taft-Hartley Act

During the entire 1948 fiscal year, the first under the Labor-Management Relations Act, the National Labor Relations Board issued decisions in the unprecedented total of 2,079 cases. This was an increase of 12 percent over the greatest number of decisions issued during the most active year (1944) under the Wagner Act, the board advised Congress in its Thirteenth Annual Report covering operations between Aug. 22, 1947 and June 30, 1948.

During the first year of the Taft-

LEATHER and SHOES — March 5, 1949

Hartley Act, the unions won 72.5 percent of the collective bargaining elections conducted by the agency. This compared with a record of union victories in 81.4 percent of the elections conducted during the 12 years of the Wagner Act.

Seventy-seven percent of the unfair labor practice charges filed under the L.M.R.A. were leveled against employers. The remaining 22.7 percent of the charges were leveled against labor organizations and their agents.

Of 3222 collective bargaining elections during the year, 45 or 4.1 percent were held in the leather and leather products industry. In 11 of these the AFL was the winner while the CIO won 12. Unaffiliated unions won 7 and no unions were voted in 15 cases.

Of 17,958 union shop authorization elections, 129 were held in the leather and leather products industry. The AFL participated in 100, the CIO in 15, unaffiliated unions in nine and no unions were authorized in five.

QM Mitten Bids

The New York Quartermaster Purchasing Office has issued QM-30-280-49-948 inviting bids on 16,000 pairs of arctic mittens in accordance with U. S. Army specification 9-111A. Bids will be opened March 16 with delivery scheduled for May.

Mfrs. Jan. Sales Decline

Manufacturers' sales declined slightly more than seasonally during Jan., the Office of Business Economics, Dept. of Commerce, reports. Inventory book values increased about \$400 million, of which roughly half represented a normal seasonal movement.

Sales of the non-durable-goods industries were \$9.9 billion, a little below the Dec. rate on a seasonally adjusted basis. A smaller than seasonal gain in the leather industry coupled with larger than seasonal declines in textiles and paper contributed to the Jan. drop.

Preliminary returns indicate that the total value of sales during Jan. was \$17.1 billion, or \$1 billion below the Dec. aggregate. Most of the decrease was attributable to the usual winter slowing in manufacturers' shipments. It was equally divided between the durable and non-durable goods industries.

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St. Louis Show Filled

All display space at the St. Louis Open House for Retailers, scheduled for April 27-30, has been over-subscribed, according to Arthur Gale, secretary of the St. Louis Shoe Manufacturers Assn. Gale reports that plans for the showing are now completed.

Reservations from buyers for sleeping rooms are coming in at such a rapid pace that it has become necessary to limit exhibitor's sample rooms to the Statler and Lennox Hotels. Original plans were to use these hotels for association members and

the DeSoto and Mark Twain Hotels for exhibitors outside the St. Louis area.

Several large buying groups have indicated that they will hold buyer's meetings during the week, recently proclaimed St. Louis Shoe Week by Mayor Aloys P. Kaufman. To accommodate more buyers, visitors have been asked to start their hotel reservations on Wednesday morning, April 27, instead of the preceding Sunday or Monday.

Gale asked that one point be clarified: "This is not an effort to replace any former meetings or conventions, regional or national. For years the

St. Louis Association has avoided any and all seasonal openings in deference to the various group meetings. The increase in the number of merchandise people and buyers coming to this market regularly in April has made it necessary for St. Louis lines to open simultaneously to properly accommodate those who must work with the various lines to harmonize their purchases and merchandise programs."

Navy Seeks Overshoes

The Navy Purchasing Office, New York, has issued Invitation No. 4302, calling for 93,000 pairs of men's rubber overshoes. Bids will be opened March 17. Delivery will be one-third monthly during April, May and June.

92% of '49 Shoes To Be \$10.00 or Less

Ninety-two percent of all footwear purchases during 1949 will be at less than \$10.00, it was revealed in an estimate made by the Department of Commerce, for the Popular Price Shoe Show of America.

Consumer shoe buying price pattern will run close to 95 percent of the three-year pre-war average. The 1948 average was 85 percent and the 1947 figure was 82 percent.

The Popular Price Shoe Show, largest national show in the volume shoe field, points to a rising demand for popular priced footwear as proof that the public seeks pre-war quality and lower prices combined.

Frank S. Shapiro and Mark Edson, co-chairmen of the PPSA issued the following statement:

"Not only are popular priced shoes now close to pre-war proportion, but pre-war figures will probably be reached or approached during the last quarter of the year."

Brown Shoe Workers To Get 2.68% Wage Cut

Some 10,500 production employees of the Brown Shoe Co., St. Louis, will receive pay cuts of 2.68 percent on April 1. The reduction is Brown's first since the cost-of-living formula was established in October 1947. The Formula follows the Bureau of Labor Statistics' consumers price index.

The new wage rate will be nine percent above the October 1947 base and will be effective for three months. Third quarter wages will depend on the index for February, March and April.

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Ribbon Mills, Inc.
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Carlisle Ribbon Mills, Inc.
Carlisle, Pa.

Patton Throwing Mills
Patton, Pa.

REPRESENTATIVES:

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Commonwealth Mfg. Co.

LOS ANGELES
Edward Rothenberg

CINCINNATI
George J. Gutjahr Co.

BOSTON
Robert Greenberg

PENNSYLVANIA
Al Lewis, N.Y.C., N.Y.

CHICAGO
Herman Rabin

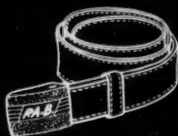
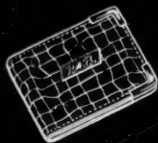
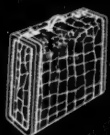
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Lea. & Shoe Industry To Stay Stable, Says TC

Consumption of shoes is not likely to suffer as much as many other products in the event of a business recession, the Tanners Council forecast this week, declaring there is no evidence of any profound dislocation in either the shoe or leather business.

The Council pointed out that while these industries are cited repeatedly as examples of economic collywobles, "their actual and prospective condition is far superior to many other industries."

"One of the reasons is the stability of shoe consumption on the upside of the business cycle as well as on the downside," the Council said. Shoes did not seem to benefit in the recent boom years when output and consumption of other goods skyrocketed. By the same token, consumption of shoes is not likely to suffer as much as many other products in the event of a business recession. In fact, consumption of real necessities should prove even more stable than in the past by virtue of various props to consumer income."

Consumption vs. Output

"What are the facts about the current position of the shoe business?" the Council asks. "First, production in the past two years has been barely higher than the minimum called for by prewar per capita averages. In 1936-1940, the average per capita output was 3.15 pairs, while in 1943 the ration was 3.17 and in the preceding year 3.25 pairs.

"In other words, actual production during the last two years has been very little higher than population and prewar consumption averages required. Second, consumption has been lower than production by approximately five percent of the output for the last two years. A good part of the difference, however, between output and retail sales represented necessary replacement of working stocks."

Estimated Jan. and Feb., 1949 production of 33,750,000 and 34 million pairs respectively is not inconsistent with this point of view, says the Council. This output is 16.4 percent under last year and follows a decline of 11 percent in Dec., 1948. Consumption in the same months was much more stable with Dec., 1948 sales equal to those of the previous year while Jan., 1949 dollar volume may have even shown a slight increase over Jan., 1948.

For the year as a whole, shoe consumption is likely to run somewhere between 440 and 450 million pairs. While this will require a good volume of leather, "requirements will be definitely lower than in either 1948 or 1947." In addition, it must not be forgotten that substitution has taken a toll of the leather business and that lower costs for raw material and betterment are essential to combat the trend toward substitution.

"In shoes as well as in leather when production stays in line with retail sales, uneconomic excesses do not develop. Nothing is more important in these industries than avoiding these excesses."

PPSSA Interest High

More than fifty percent of all display space at the Popular Price Shoe Show of America has been assigned in the two weeks since applications were mailed, co-managers Edward Atkins and Maxwell Field have announced. The PPSSA fall market week, under the joint auspices of the New England Shoe and Leather Assn. and the National Assn. of Shoe Chain Stores, will be held May 23-26 at the Hotels New Yorker and McAlpin, New York City.

"All sample rooms on the fifth to eighth floors at the New Yorker and all suites have been allotted, the managers said. Display rooms are

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MERCERSBURG TANNERY DIVISION

still available, however, on the ninth to 14th floors of the New Yorker and rooms are also available at the McAlpin where popular priced branded lines will be shown.

Charles Jones New Pres. Comm. Shoe and Lea. Co.

Charles H. Jones, Jr., was elected president and William H. Fraser, Jr., elected vice president in charge of manufacturing at the regular annual meeting of stockholders and directors of the Commonwealth Shoe and Leather Co., Whitman, Mass. The new president succeeds Paul Jones,

president for the past 18 years, who will continue active as chairman of the board of directors.

Other officers are: M. Robert Shaffer, vice president in charge of sales; Harold S. Wonson, treasurer; Charles Bourget, clerk and secretary; and Lowell K. Oliphant, comptroller.

Vinson Asks Luxury Tax For Army-Navy Exchanges

A sharp attack on the custom of allowing Army and Navy personnel and their families to buy tax-free in service post exchanges such items as luggage and jewelry has been made

in Congress by Rep. Carl Vinson (D) Ga., who has filed a bill to correct the situation.

Vinson proposes that service men and women pay the same 15 and 20 percent excises on luxury goods now taxed only in civilian stores. He has asked the House Ways and Means Committee to hold an early hearing on his bill, declaring he will "push it hard."

Vinson's attack followed recent charges by the National Shoe Manufacturers Assn. that Navy ship's service stores were allowing excessive shoe stocks to "leak" out to civilians (L&S, Feb. 26). The topic is reported growing increasingly warm in Washington and several Congressmen are known to be looking into the situation. They feel that too many civilians have been allowed to take advantage of cheaper prices in military stores as well as escaping the excise taxes.

Jan. Employment Up; Still Below 1948 Levels

Employment of production workers in the leather and leather products industry as of mid-Jan., 1949, showed a slight increase over Dec. and Nov., 1948 totals, the Bureau of Labor Statistics reports. The shoe industry, however, was still substantially below the Jan., 1948 level with production-worker indexes in the leather and leather products manufacturing industry as a whole set at 104.3, on the basis of 1939 equals 100.

Preliminary estimates show a total of 367,000 production workers in the leather and leather products industry as of mid-Jan. This was a rise of 3000 over Dec., 1948 figures though some 32,000 below the 399,000 employed in Jan., 1948.

The Bureau reports a total drop of 1,750,000 workers in nonfarm establishments between mid-Dec. and mid-Jan., attributing most of the decline to seasonal lay-offs. It adds that most significant changes in employment recently have occurred in the manufacturing industries where employment has declined from a post-war high of 16,700,000 in Sept., 1948 to 15,875,000 in Jan.

3rd Qtr. Shipments Down

Shipments on Class I steam railways in the U. S. for the third quarter of 1948, as listed by the Bureau of Transport Economics and Statistics, Interstate Commerce Commission, show a continued drop dur-

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COLORS FOR FALL 1949**

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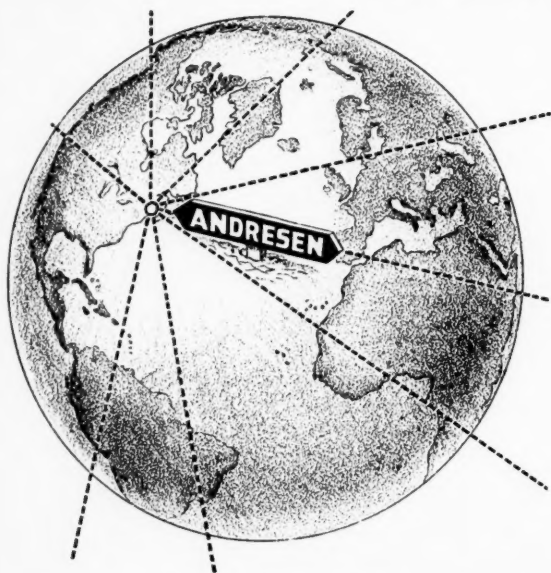
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IN BLUBBER HOLLOW SALEM, MASS

ing the year in freight handling of hides and skins, leather, boots and shoes and allied products.

The number of tons moved per quarter were as follows:

	1st Qtr.	2nd Qtr.	3rd Qtr.
Hides, skins, pells	605,619	594,795	519,088
Leather	131,731	129,975	118,123
Boots, shoes, and findings ..	110,367	105,570	102,832
Luggage, Handbags	14,017	11,299	11,129

Shoe Output Declines

Estimates of Jan. 1949, shoe production place the figure at 33,750,000 pairs, a decrease of 17.1 percent from the 40,731,000 pairs produced a year ago, and close to two million pairs less than the 35,470,000 pairs turned out in Dec., 1948.

A preliminary estimate of Feb. output places shoe production for the month around the 34 million level or 15.6 percent less than the Feb., 1948 level.

Ten Year Livestock Totals

U. S. cattle population on Jan. 1, 1949 was 78,495,000 head, a gain of 369,000 over the 78,126,000 recorded a year ago, according to latest figures available. Sheep and lambs

were down to 31,963,000, a decline of 2,864,000 head from the 34,827,000 head reported on Jan. 1, 1948.

Horse and mule population continued to show a decline from previous years, falling to a new low of 8,274,000 as of Jan. 1. This was 668,000 head below the Jan. 1, 1943 total. Ten-year totals of all categories are listed below:

Population Beginning of Year	(1,000 Head)		
	Cattle	Sheep and Lambs	Horses and Mules
1949	78,495	31,963	8,274
1948	78,126	34,827	8,942
1947	81,207	37,818	10,021
1946	82,434	42,436	11,963
1945	85,573	46,520	11,950
1944	85,334	50,782	12,613
1943	81,204	55,150	13,231
1942	76,025	56,213	13,655
1941	71,775	53,920	14,104
1940	68,309	52,107	14,478

British Survey Feet

British shoe manufacturers seeking to work out new methods to insure precision-fitting shoes are sponsoring scientific foot surveys throughout England. The foot polls are being conducted among people in all walks of life and of all ages.

Specially-appointed foot surveyors have gone into countless factories, schools and offices, measured the feet of thousands of children and adults. In addition to foot measure-

ments, the surveyors note the age and occupation of each person and whether he or she stands or sits while at work. Dozens of intricate measurements are taken with special instruments and various foot profiles are drawn from all angles.

British foot health experts believe that the social research project may prove to have a revolutionary effect on the design and manufacture of shoes.

Farmers' Shoe Prices

The American farmer is paying slightly more for his shoes today than he did a year ago but his wife is finding prices for her footwear are dropping somewhat, according to a study by the Bureau of Agricultural Economics, Dept. of Agriculture, of shoe prices paid by farmers.

Following is the average price of shoes to farm families in recent months as compared with earlier data:

	Men's work shoes	Women's shoes or oxfords
March, 1948	\$5.99	\$5.26
June, 1948	6.01	5.05
Sept., 1948	6.15	5.29
Dec., 1948	6.18	5.28
Dec., 1947	6.06	5.21
Ave. 1935-39	2.53	2.47

COUNTRY

SMALL PACKER

PACKER . . .

HIDES, KIPS & CALFSKINS

**We are specialists in light average
Northern-Southern hides.**



ISAACSON-GREENBAUM CO.

**TANNERS' AGENTS
BROKERS**

210 Lincoln Street

Boston 11, Mass.

Expert
receiving
service

The Leather School at Pratt Institute

By A. W. Goetz*

NOW THAT the School of Leather and Tanning Technology has been in existence for one year, the writer deems it a pleasure, and also an obligation, to inform the industry as to the status and progress of the school to-date.

Formerly, there were four schools at Pratt Institute. The Art School, the Library School, the School of Home Economics, and the School of Engineering. Today, there is the fifth school, the School of Leather and Tanning Technology. That the latter is a profitable venture for training young men in the leather industry is confirmed by the attendance of 63 students who came from near and far:

Brazil 1, California 5, Canada 2, Connecticut 3, Guatemala 1, Hungary 1, Illinois 1, Massachusetts 21, Mexico 1, Michigan 2, New Jersey 4, New York 12, Ohio 1, Pennsylvania 4, Turkey 1, Wisconsin 3.

Of the millions of students in colleges and technical schools throughout the country, these 63 students are the only ones in the Western Hemisphere who are studying the technique of tanning.

Student Body

The present student body consists of two classes. The first entered last February and the other last September; in the future, all classes will enter in September. Since the first class had no summer vacation, it will be graduated this coming June. Of the 26 students of this group, 20 are either returning to the tanneries from whence they came, or have already been placed in industry. The other six are now being interviewed by several tanners. The majority of the students are doing very satisfactory work and show great promise for the need they expect to fill in industry.

There are some students who find it difficult to meet our requirements and still others who could not make the grade. Of the latter some were not suited for the course and others did not have sufficient scholastic background. Dropping from the course is therefore necessary in these cases. This procedure is in accord

with not only the policy of Pratt Institute, but our own conviction that the leather industry warrants men of outstanding ability.

At this point we should like to insert a request to the industry that it cooperate with us in securing students. This would have a two-fold effect. One, that students with tannery experience grasp the subject matter more readily, and second, that the more applicants we have, the better we can choose and screen for a

student body that will maintain our high standards.

Functions

For the benefit of those who are not aware of the functions of this school, the following is cited:

The course consists of four terms extending over a two year period. Relative to the daily studies and some of the subjects rendered, we submit below the schedule of the fourth term students:

Second Semester—Tanning Jan. 31, 1949—Term 4

	Lecture				
	Mon.	Tues.	Wed.	Thurs.	Fri.
9:00	Ph. Chem. 26C	Ph. Chem. 26C	Ph. Chem. 26C	Tann.	Tann.
10:00	Elec. Tech. 374	Elec. Tech. 374	Tann.	Tann.	Tann.
11:00	Labor Rela. 17E	Labor Rela. 17E	Tann.	Tann.	Tann.
Plant and Laboratory					
1:00	Elec. Tech. 23E	Ph. Chem. 31C	Tann.	Tann.	Tann.
2:00	"	"	"	"	"
3:00	"	"	"	"	"

The Fourth Term students have already completed the subjects in Tanning I, II, III, and IV, Mathematics I and II, Inorganic Chemistry, Mechanical Drawing, English, Physics, Qualitative-Quantitative Chemistry, Organic Chemistry, Shop, Process Equipment, Distribution of these courses are similar to the schedule shown above except that 20 per cent less time was devoted to tanning.

The scientific and engineering subjects are taught by members of the Faculty of the School of Engineering.

Since the whole course is intense, it was necessary to choose from these subjects only those phases that are pertinent or bear a relation to tanning. Since these are correlated with the subjects in tanning, we believe we now have a well rounded course that lives up to the name of our school.

The tanning subjects are taught by the writer, Mr. G. Arthur Brown, formerly with the Quartermaster Corp., Endicott Johnson, and other tanneries, and Mr. Henry Schreiber

who had many years of technical and practical experience here and abroad. The tanning experience of the staff numbers about 60 years.

During the first term, the tanning subject matter concerns definitions, purpose of individual tannery operations, raw stock, histology of skin, and lectures by outside speakers listed subsequently. Throughout the course, field trips are made to familiarize the students with plant procedure and lay-out. Trips already made were to: William Amer & Company, Blanchard Brother & Lane, Inc., Burk Brothers, R. Neumann & Company, Newark Leather Finishing Company, New York Butchers, Seton Leather Company, and 14 glove factories, tanneries, and a glue factory in Fulton County.

The second, third and fourth terms are devoted to the individual operations in order of their sequence as applied in practice. To study each process, the writer evolved the following method of study and found it quite applicable, not only for general, but also for special operations:

*Director, School of Leather & Tanning Technology; Pratt Institute, Brooklyn, N. Y.

Lecture and Study Outline for Individual Tannery Operations

- I. Purpose and fundamental principles involved.
- II. Previous treatment and its influence on this operation.
- III. Mechanical and other equipment; specification, R.P.M., power, capacity, etc.
- IV. Materials used; their manufacture, chemical and physical properties.
- V. Procedure relative to:
 - a) Ratio of water to stock.....max. min. opt.
 - b) Amounts of material....." " "
 - c) Time....." " "
 - d) pH....." " "
 - e) Temperature....." " "
 - f) Agitation....." " "
 - g) Overall modulus operendi....." " "
- VI. Test for progress and objective: Visual, Manual, Chemical and Mechanical.
- VII. Special precautions to obtain best results.
- VIII. Special precautions to avoid inferior results.
- IX. Factors influencing subsequent treatment.
- X. Defects and desirable properties evident in subsequent treatments, and in final leather traceable to this operation.
- XI. Theory and chemical reactions involved.

Participation by members of the industry is an important part of our program. Those who have already rendered first hand information to the students are listed herewith.

Now that the fourth term students are operating the school tannery, several practical men will be addressing the students in the next few months. Aside from this, a very comprehensive coloring and fatliquoring program is now in progress. The speaking and demonstration schedule of some 30 representatives of dye and fatliquoring houses will soon be published.

A year ago when this school opened there was no tannery nor equipment. Today, we are pleased to report that our school tannery is now in operation. All wet working equipment is being used, and within a few weeks the pasting unit and the staking and glazing machines will be turning over. The reconversion of the building which Pratt Institute turned over to us required considerable alteration, and due to the magnanimous contributions of various members of the industry, we received as gifts or loans practically all the necessary equipment for a small tannery; since frequently we receive inquiries as to what else we need, we should like to state here that we are still in need of a measuring machine, a belt knife splitting machine, a small embossing press, and a top buffing machine.

Speaker

Mr. James Boyd
Dr. John Highberger
Dr. R. M. Koppenhoefer
Mr. Sterling Mudge
Miss Rhea Nichols
Dr. E. R. Theis
Dr. H. G. Turley
Mr. Alexander Ulin

Mr. Ralph Eddy

Company

Wallerstein Company
General Dyestuff Corp.
Socony-Vacuum Oil Co.
Socony-Vacuum Oil Co.
Allied Kid Company
Lehigh University
Rohm & Haas Company
Allied Kid Company

Martin Dennis Company

Subject

"Bacteriology in Industry"
"Chemistry of Hides"
"Skin Fats"
"Supervision"
"History of Leathers"
"Chrome Tanning"
"Syntans"
"Source and Defects of Raw Goatskins"
"Glove Leather"

Several pieces of our equipment are new. Others required rebuilding. With the exception of the glazing, rolling, and Baker staking machines all equipment is either unit or direct driven.

Aside from our equipment set-up, we are quite proud of the renovated building itself in which certain phases of color dynamics was employed in beautifying the various departments. Since the only dirty part of making leather is the manure which is contained on some hides, and this is eliminated in the first operation, we

see no reason why this tannery cannot be as clean and neat as a laundry or dairy. This, we trust, will be a small, but important part of the training that the students will carry on with after they leave.

Frequently lists were submitted for publication which contained the names of the Tanners, Allied Trades, and individuals who made donations to this school. However, no previous list has been published that included contributors of equipment and this we should like to do now:

Equipment

Ames 40 H.P. Boiler (33% disc.)
Analytical Balance
Aprons, Boots, Gloves
Baker Staking Machine
Barkometers, Thermometers
Beams (two)
Bowers' Glazing Machine
Buffing Machine—8"
Buffing Machine—12" with motor
Cheeking Machine—with motor
Drums (3) including motors
Drum—4 x 2
Drum—6 x 2
Drum—6 x 3
Dust Collector
Fleshing Machine
Gear—reduction Motors
Glazing Jack
Glazing Jack
Laboratory Dryer
Leather for Furniture
Lixator and Tank
Paddles (3) with motors
Paddle (Experimental Hide)
Pasting and Toggling Unit
pH Meter
Prosperity Press
Rocker Vat (6 sides)
Rolling Jack
Setting-out Machine with motor
Shaving Machine—24" with motor
Slocum Staking Machine
Tack Cleaner
Thermostatic Water Mixing Valve
Unhairing Machine
Wire Recording Machine
Wringing Machine

Donor

Ames Iron Works
Craig Blair
George Fromer Co.
Monarch Leather Co.
Frank Fleischauer
Liberty Dressing Co.
Dungan, Hood & Co.
A. C. Lawrence Lea. Co.
Aulson Tanning Mch. Co.
Aulson Tanning Mch. Co.
Allied Kid Co.
Crown Fur Dye & Dressing
Woolford Wood Tank Mfg. Co.
Calgon, Inc.
Aulson Tanning Mch. Co.
Jones & Naudin, Inc. & Steinhart Lea. Co.
Westinghouse Electric Co.
S. B. Foot Tanning Co.
George Laub's Sons
Proctor & Schwartz, Inc.
Upholstery Lea. Group (T. C.)
International Salt Co.
Allied Kid Co.
Woolford Wood Tank Mfg. Co.
Special Equipment Co.
Eagle-Ottawa Leather Co.
Fred Rueping Leather Co.
Calgon, Inc.
A. C. Lawrence Lea. Co.
Hartnett Tanning Co.
John R. Evans & Co.
George Fromer Co.
Gellich Tanning Co.
Leonard Valve Co.
Allied Kid Co.
M. Cohen & Sons
United Tanners, Inc.

Aside from the equipment donated to this school, many of the Allied Trades are keeping us supplied with other materials.

Those of the industry who have already visited our new school and tannery have left with a feeling of pride that they helped to make this school what it is today. In conclu-

sion, we take this opportunity to extend an invitation to all of you so you too can see what we have done with much of the financial and material support rendered to make this school possible.

Since many of you are coming East to the Leather Show, why not arrange to visit us.

Buyers Pose Price Challenges To Tanners

As consumer price pressures intensify, price readjustments are expected along the supply chain. Whether they can or will adjust is something else. The Leather Show will indicate some of the answers.

THOUGH the Tanners Council's Leather Show at the Waldorf-Astoria, March 8-9, is due for its customary high attendance mark, visitors this year will be a grimmer lot. Of all the Leather Shows since the end of the war, the sense of competitive forces will be more evident this year—competition among leather sellers to lure new business from a shoe manufacturing market which has grown progressively cautious in the face of tightened and more selective consumer buying.

Tanners' Position

Thanks to a sane, sound and intelligent inventory policy in the post-war years, most tanners are now able to face an indecisive future with some sense of security—something which a lot of industries wish they could say at present. Moderation in developing rawstock and finished inventories has resulted in a currently solid economic status. In short, in the event of any sudden economic slump, today's tanners would be in a much better position to weather the storm than in the catastrophic period following World War I.

This does not mean that tanners are in a comfortable position. Their inventories or finished goods, though sufficient to give adequate service to customers, are much below prewar levels. That is an economic asset for the industry over-all. It is also a very positive asset for its customers, chiefly the shoe industry. For though a serious instability of the leather market may give certain price advantages to customers, in the long run it is a detriment to those same customers. Instability in essential markets creates a high degree of speculation among buyers of the products of those markets—and such speculation, as experience shows, is more often harmful than profitable for the "buying" industry as a whole. This is one fact that should be kept in mind by shoe manufacturers attending the Leather Show.

On the other hand, the relative indecisiveness of world rawstock markets in terms of prices and supplies has been a thorn in the side

of the tanning industry and its customers. ECA dollars loaned to European nations have given those countries an economic lift, but at the same time, by giving them funds with which to bid for goods, they have put a prop under some world prices in rawstock, and also have taken substantial bites out of available stocks up for sale.

Foreign supply sources have also, in some instances, been importantly altered. The civil war in China and the recent victory of the Communists have affected goatskin supplies from that important center. The recent division of India has likewise affected supplies and prices of goat and sheep skins, and hides. Manipulations of foreign currencies have represented another source of disturbance in world prices and supplies.

Some shoe manufacturers are aware of these influential factors translated into leather supplies and prices. But many more do not—or at best recognize these factors only in a vague and superficial sense, not realizing that their own products—via leather—are so closely linked with world problems. When the complexity of these problems in the face of current world disturbances are recognized, then the job that the tanners have done in terms of supplies and prices is much more appreciated.

Leather For Fashion

The Leather Show will, of course, establish the pace and tenor of footwear fashions for next fall and winter. It traditionally is the first important "fashion show" of the year for the shoe industry—important in providing a preview of new colors, finishes, leathers, and sometimes prices. All of these have a powerful influence in setting up the shoe manufacturer's plans for his fall-winter lines that must be essentially based upon these factors.

Color naturally takes the spotlight—the creation and introduction of new leather colors which inspire or set the pace of new footwear fashions. It is expected that the variety of colors will be reduced a bit this year; that is, a concentration on fewer colors.

Despite all the customary hulla-balloo about colors, however, black will represent the customary 80 percent in women's fall-winter footwear. The second color? Consensus leans heavily toward the brown range. Blue, the big spring color, is expected to hold much of its strength through fall, though behind the browns. Probably as much as 12-15 percent may be divided between these two colors. The remaining five-eight percent will go to the entire range of remaining colors—with green probably leading this group, according to early returns of opinions. Green, strangely enough, has been recently topping red in most instances.

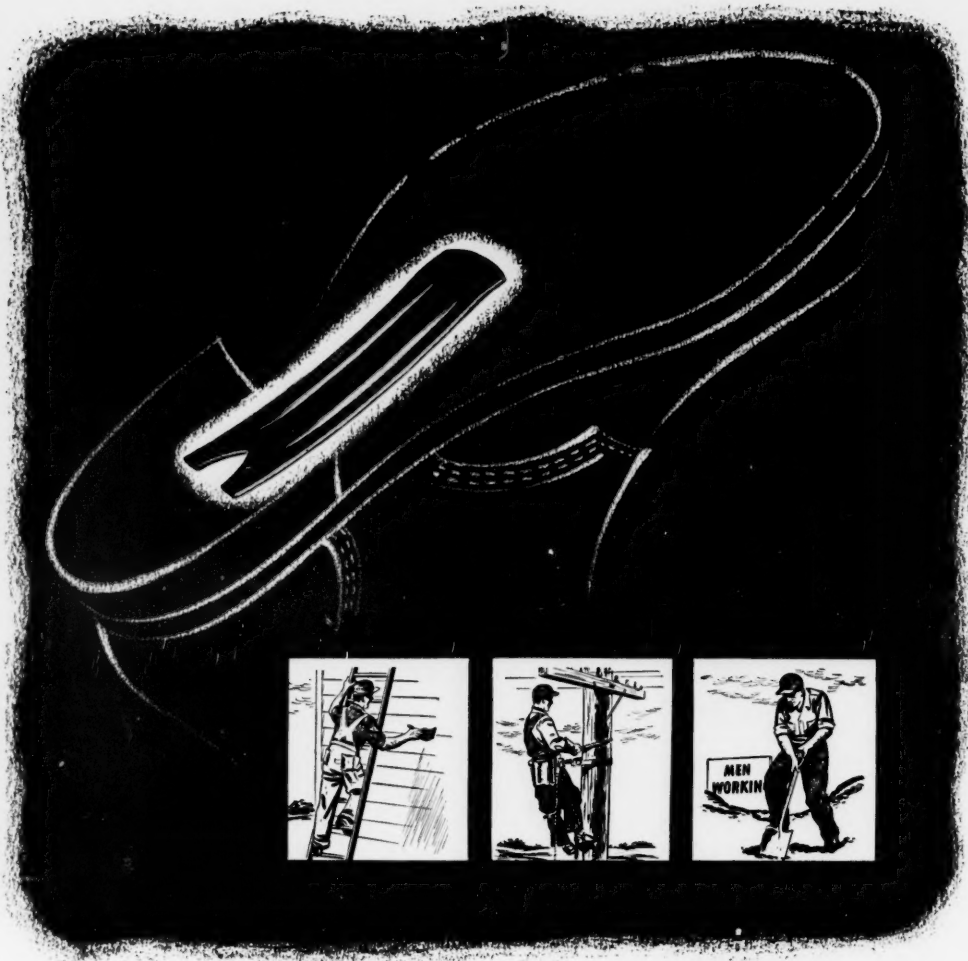
We are talking now of introduction of colors rather than acceptances (except for black). The real story in terms of actual acceptance is better indicated after the reports on sampling are in from the Show. And, of course, the final answer a short while later when actual orders come in.

Prices, Markets

As regards prices, the leather market in most instances continues to hold fairly firm. These are rumbles here and there, of course—the usual periodic rumblings evident at any time. The market, however, could not be called active, a reflection of indecisive shoe markets over the past couple of months.

The boom in casuais, in types of footwear where non-leather materials or materials combining with leather may be used, has put a seasonal dent in some types of leather sales. However, the summer casual season is, from the manufacturing and supply angle, nearing its end. As we move into a period beginning the production of fall-winter shoes, leather comes into its own. This will tend to quiet most of the current price rumblings—though this does not imply any absoluteness in current leather prices. Obviously, what happens to rawstock prices—plus other important cost factors such as labor—will determine the "trend" of leather prices. Though that is elementary, it is surprising how few

(Continued on page 69)



Because it provides the utmost in rigidity, the Vita-Tempered APEX shank with either two or three ribs is first choice for work shoes and other heavier types of footwear. And, like all United shanks, the APEX is fitted to the shoe manufacturer's run of lasts.

Vita-tempered

STEEL SHANKS

are Tough, Hard, Uniform

- Fit like master models
- Clean, ready to use
- Preserve balanced tread

UNITED SHOE MACHINERY CORPORATION, BOSTON, MASSACHUSETTS

Snakes: Beasts of Beauty

There are about 2,500 known species of snakes ranging in size from a few inches to 30 feet. The modern tanner has converted these lowly beasts into products of exquisite beauty—especially speaking of fashionable footwear and handbags.



Town pump in alligator. By Delman.



Demi-tone, in lizard and suede. By Delman.



Town pump in alligator. By Delman.

SINCE the Garden of Eden, snakes have traditionally been things of evil. But since modern tanners went to work on the reptile

these beasts have become things of beauty—for shoes, handbags, accessories.

Though alligator and lizard leather

has long been tanned, snakeskin is a relative newcomer in the commercial field—since about 1928. Snake-skins were formerly considered too small for practical commercial use. Not so now.

The whole process, from collecting skins to processing them, is highly specialized. Collecting a million snakeskins a year is no simple matter. Except for water snakes, which can be caught in numbers by net, each snake requires separate capture. Natives in the tropics do the job. The reptile must be skinned and dried quickly after capture or kill, or the skin will rapidly lose value. Traders then pick up the skins from collectors in the native villages, send them for shipment to tanneries.

Shipping Conditions

Skins arrive at tanneries as flint-dried, green-salted, or mud-packed. Flint dries (air or sun dried) are comprised of karungs from the Dutch East Indies, ermines from French Indo-China, tejus and iguanas from Brazil, boa constrictors from Argentina, diamond-backed pythons from India.

Green-salted skins may be chamel-eons from Colombia, or alligators from Brazil. Mud-packed skins (packed in salty clay) may come



As shown here, this boa constrictor represents danger in the dirt; but its beautifully marked skin, when made into leather, will be prized for shoes or novelties.

from the Bengal and Agra provinces of India.

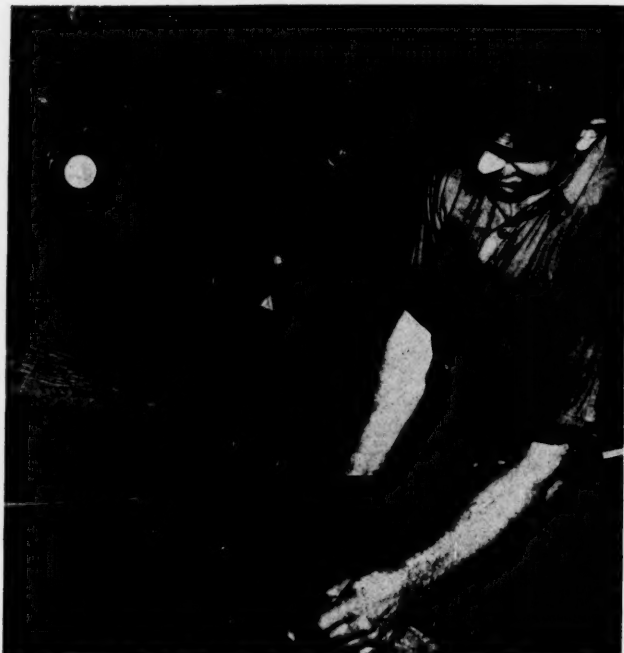
Packing these skins for shipping requires special care so that the tropical heat and water will not harm them. Reptile tanners have experienced representatives supervising shipments all over the world, to keep spoilage to a minimum.

Slow Tanning

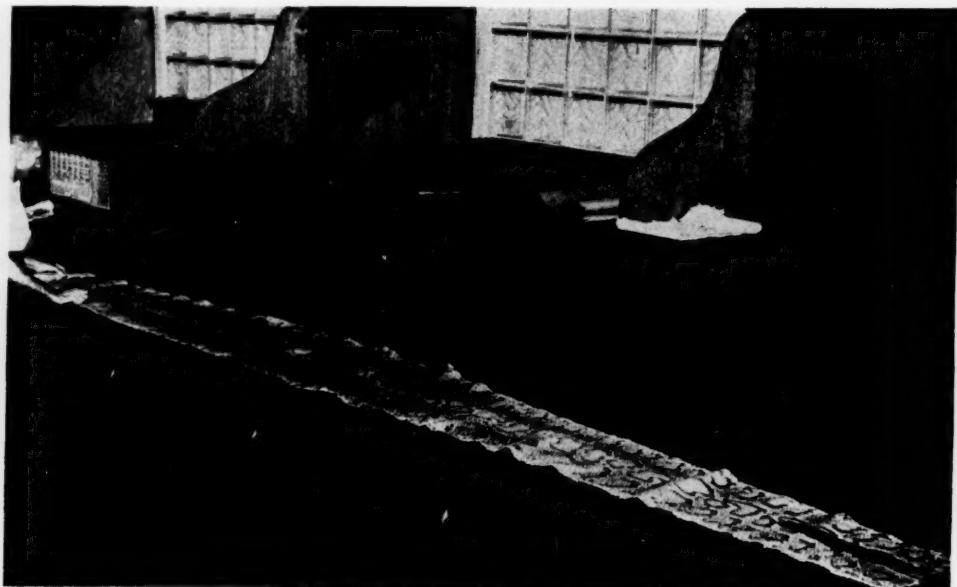
Despite the generally small size of reptile skins, they require relatively long tanning—two to four months for alligator skins, and half that time for snake and lizard skins. These skins require more individualized handling than do hides, for the small skins curl and tangle during the tanning process.

Reptile skins usually cannot be split. Yet often a reduced thickness is required. So here again hand methods are used on the delicate skins—a skillful operation of hand shaving.

Achievements in dyeing processes for reptile skins have been outstanding. Dyes have little effect on the darkly pigmented areas, so the lighter areas stand out brilliantly. The contrasting colors have much warmth and lustre which, combined with the suppleness of the skins themselves, provide a material of genuine beauty and practicability for footwear, handbags and accessories.



After the finish has dried, many leathers are glazed on the glazing jack. Here the glass cylinder of the glazing machine gives the surface of the leather a rich lustre.



A snakeskin tannery must be prepared to handle skins that vary greatly in size. This India python is over fourteen feet long; a cobra may be only four. Some reptile skins, notably lizards, are under twelve inches in length.

AMALGAMATED

MAKES THE

Coordinated Colors

THAT SELL SHOES

AND ACCESSORIES

Color stimulates shoe and accessory selling in direct proportion to its fashion correctness and the effectiveness of its coordination. Amalgamated WORLD'S FINEST LEATHERS are as accurate in color and cast as it is humanly possible to make them and are tangible results of 75 years of tanning experience and selection of choice rawskins thru-out the world.

Every skin Amalgamated ships to shoe, handbag and accessory manufacturers adheres, as closely as possible, to the colors adopted by the Joint Color Committees and are promoted only under the names designated by the Committees. Because of the fashion fidelity of Amalgamated colors and the effectiveness of this color coordination, Amalgamated has won an international reputation for making "the shoes that sell shoes and accessories profitably."

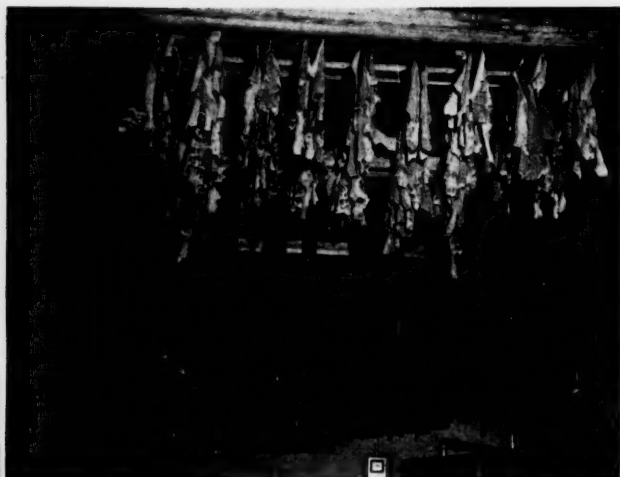
BOOTH 30
OFFICIAL OPENING
AMERICAN LEATHERS
WALDORF-ASTORIA

AMALGAMATED
LEATHER COMPANIES, INC.

WILMINGTON 99

DELAWARE





After tanning, reptile leathers are dried in the "crust" room. Hung over sticks, the snakeskins dry slowly at room temperature.



Dressy cobra footwear. Mademoiselle shoes by Carlisle.

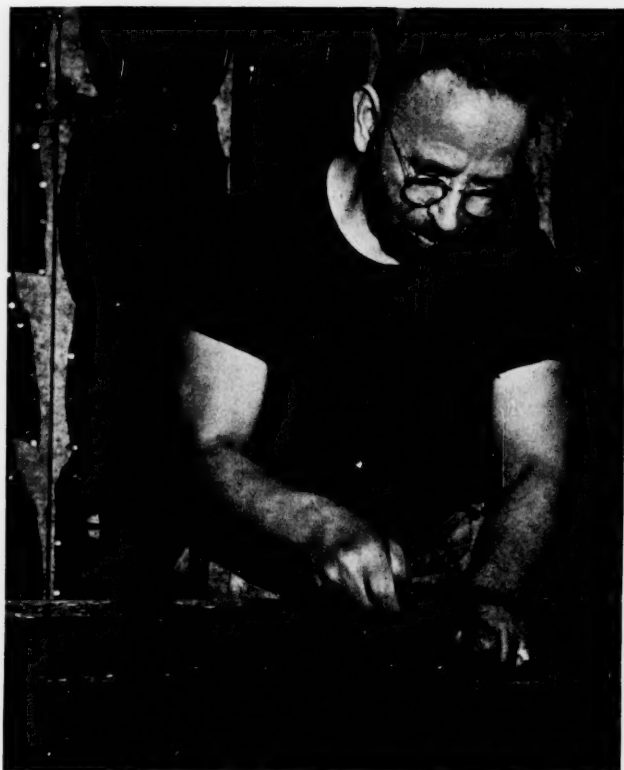
ard leathers are the brilliant Jewel Tones—vivid "shock notes" for costumes in contrasting colors. The range of pastel Quartz colors in ka-

The reptile tanner must consider exactly how each color he develops will fit into the fashion picture of the coming season. He must work many months in advance of the season. Then, there are fashion coordinations done on the basis of texture as well as color. He must show how each of the many different types of reptiles will adapt itself best to particular styles of footwear, and to specific types of costumes and fabrics. This gives reptile leathers a greater commercial versatility—allows shoe retailers to plan year-round promotion of reptiles, to coordinate shoes and handbags, or to coordinate on the basis of color with other leathers.

Newest colors for snake and liz-



Dressy cobra footwear. Mademoiselle shoes by Carlisle.



A skilled tacker, setting out skins, seems to make the tacks appear almost by magic. The sterilized tacks, fed from the mouth, are driven home with a special small hammer.

Glass Plate Units-- For Pasted Leather

MODERN
DRYING EQUIPMENT
for the
LEATHER INDUSTRY



Fifteen years of experience, back-ground and "know-how" in doing nothing but build leather drying equipment insures correctness of design, quality workmanship, and the utmost in dependability whether toggling or pasting is selected. Full automatic control gives increased measurement, up-grading and definite quality improvement in all leathers. Glass or porcelain plates. The first SPECO unit built 15 years ago is still in operation today. Insist on the world's best equipment when you install drying units.

Let SPECO engineers bring a pioneering experience to your drying problem. They will know what to suggest from practical experience in hundreds of tanneries.

rung snakes are ideal for blending with popular pastels.

Copper tones, especially Sun Brown in Oriental lizard, is significant. And the blue family cannot be over-emphasized. Navy leads, followed by Royal Blue and Spring Blue in snake-skins, and a beautiful newcomer, Porcelain Blue. For Fall, reptiles of deep finishes on a range of dark glowing colors will be featured: reptile versions of the prevalent taupe, rusty browns, and spice-tone browns.

Texture of reptile adds a new dimension for fashion. The "feel" of these leathers blends well with textures of fabrics in clothing offers many coordination possibilities. The natural two-tone effects of reptiles, for instance, plus their natural texture, make them ideally mated to tweeds, which will be up front in the Fall fashion picture.

Styling Notes

Due to the wide variety of grain markings in alligators, snakes and lizards, plus color treatments, provides these leathers with almost limitless styling possibilities in reptile footwear. Here are some of the new shoe styling notes being developed in this field:

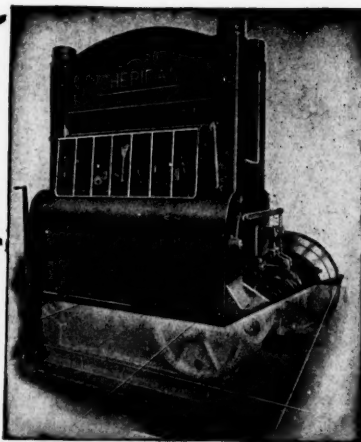
Classical closed lizard pumps—in
(Continued on page 69)



Reptile skins cannot be sliced on splitting machines; they must be shaved to the desired thickness by hand. Here an alligator skin is shown on the shaving beam.

the Sheridan Press

Wherever fine embossing and smooth plating is done you will find a Sheridan Press doing it best and most economically. Sheridan Presses are engineered to meet the most exacting requirements of the tanning industry.



T. W. & C. B.
SHERIDAN COMPANY

Established 1835

129-135 LAFAYETTE ST. 600 W. JACKSON BLVD.
NEW YORK CHICAGO

183 ESSEX ST.
BOSTON

74 HIGH ST., RICKMANSWORTH, HERTS, ENGLAND

THE BEAUTIFUL BEGINNING

of an ultra-smart shoe

Kidskin

KIDSKIN materializes the designer's dreams so suavely and perfectly that no other leather can challenge its efficiency.



KING KID... possessing superb quality and an ageless luster... adds the extra advantage of *long life* to the pre-eminent *beauty* and *comfort* of Kidskin.

P.S.

KING KID is now tanned in C-O-L-O-R. In women's weight—Brown and Blue. Men's weight—Brown



Black Glazed • Black Satin • Colored Kid • Black Suede • Garment Leather

William AMER Company

PHILADELPHIA, PA.

ESTABLISHED 1832

select the finest...

Leather  Character

FOR SHOES OF DISTINCTION

*The Griess-Pfleger
Leathers of Character*

*insure quality
and uniformity.*

**ANILTAN • COMBOTAN
LOZANT SIDES
and Other Leathers
on Display**

**Booth No. 11—Leather Show
Waldorf-Astoria
March 8-9**



The Griess-Pfleger Tanning Co.

GENERAL OFFICES and TANNERY
Waukegan, Ill.

179-193 South St.,
BOSTON, MASS.

100 Gold St.,
NEW YORK, N. Y.

AGENTS

Erhart-Paterson Leather Co.,
1620 Locust St.,
St. Louis, Missouri

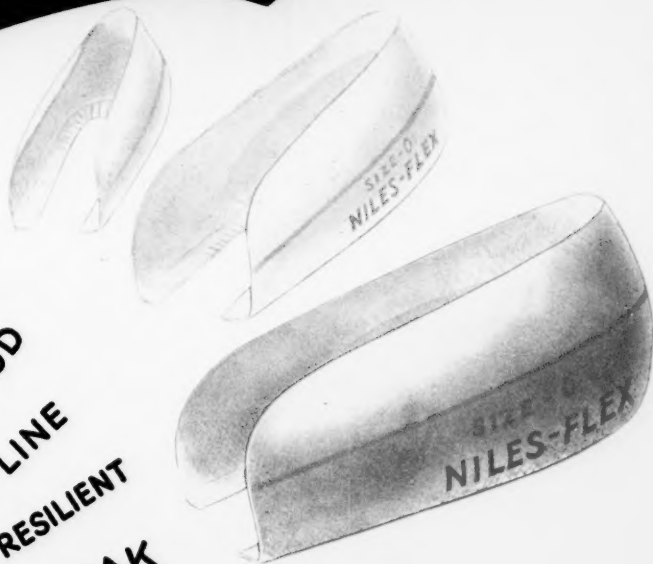
Griess-Pfleger & Co.,
108 W. Central Pkwy.,
Cincinnati 10, Ohio.

Pacific Hide & Leather Co.,
1716 E. Washington Blvd.,
Los Angeles, California

For **BETTER Shoes and**
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Fashion Trends--Whimsy Or Science?

Is it necessary that leather and shoes, from a fashion angle, involve such heavy risks? Can style trends be more scientifically "predicted"? Here is a highly provocative study of these questions.

HOW will the various leathers fare in this fall's footwear fashions? Shoe style trends, of course, sharply reflect upon the leather business—upon types and amounts of leathers sold, upon finishes, textures, colors. The tanner who fails to keep close and constant tabs on footwear style trends, retail sales and consumer tastes runs the risk of financial losses accruing from "poor guessing." Though this may appear obvious, it is surprising how many tanners fail to take cognizance of it.

The average tanner tries in some systematic way to obtain accurate information which gives an indication of style trends to which he can adapt his own production. He often does this by questioning shoe manufacturers, chains and other retailers, or picking random notes. But though he obtains "information," it often lacks coordination accuracy. He may obtain an accurate enough localized or regional picture, though not so on a national scale.

Coordination Needed

Some of the leather branches have their own style information or promotional services. These serve excellently in dealing with a specific type of leather—the leather that the member tanner of that group makes. But sometimes this picture, as accurate as it may be in terms of his own specific leather, is not sufficient to give him a complete and coordinated picture. That is, he may fail to see his leather *in ratio* to other types of leather. For example, patent leather may appear to have a good season ahead. But "good" is still a relative term. What percentage of patent to all other types of leathers? What percentage in ratio to other major types of leathers—calf, kid, reptiles, etc.? Thus the term "good season" is only comparative. The patent tanner in this case could operate more profitably with a more specific breakdown of these "trends" and the estimates based on them. Also important, that tanner could be of better service to his customers by being more adequately prepared to

furnish the amounts, qualities, etc. to tanners to conform more accurately to prospective fashion trends. In short, it lessens the gamble all around while at the same time stepping up efficiency operations.

To make a generalized statement such as "more patent will be worn next fall" can be hazardous to a patent leather manufacturer. And, of course, the same thing applies to a tanner of any other type of style leather.

It is important to obtain more accurate trend information regarding actual shoe types. Will the style be predominantly a simple closed-toe closed heel patent pump? or toeless and backless patent pump? Or a shoe with patent trim? Ascertaining these factors will influence the amounts and types of patent likely to be consumed or bought. Also, what is the "reasoning" suggesting a trend toward patent? Every trend, particularly style trends, has a motivating force behind it. Understanding that force gives the manufacturer a better inkling as to the depth and length of the trend, prepares him more formidably to make his adjustments accordingly. No one, of course, has any crystal ball. The point is that there can be more accuracy in analyzing these trends to the profit of all concerned.

Developing Methods

It is commonly known that shoe business is risky and often costly largely because of the style factor—the sudden and "unpredictable" shifts in trends that frequently catch shoe producers flat-footed, either because they are over-stocked on a particular style line, or are caught short in a boom due to previous over-caution. There is a direct reflection of these shoemaking risks right back to the tanner. Also, the tanner is subject to his own risk-taking in making too much or too little of a certain leather (color, finish, type, texture, etc.) because of misjudgement of style trends.

Why fashion should continue to represent such a high degree of risk

and gamble is a mystery. Again, no one has a crystal ball in any industry dealing with fashions. But this does not justify the continued high degree or risk involved. In short, risk can be reduced.

Fashion and style trends are as the products which the shoe and leather industry make. This fact represents an asset in that it provides data over a very long period—data which, if studied and analyzed, could furnish some important findings in terms of "cycles" and trends. If such findings could be coordinated they would be invaluable instruments to probe the future, to analyze the why and wherefore of current fashion trends.

One of our greatest errors is in regarding fashion as a thing of whimsy, as an irresponsible object that flits in and out without forewarning. As a result, there has been little endeavor to subject it to analysis, to chart and graph its course, its content, its "reasoning."

Who would have thought that "public opinion" could have been accurately tabulated? Certainly public opinion could be regarded as something subject to whimsy, to sudden change. It was long regarded as an "intangible" and hence something near impossible to measure, to "predict". The splendid accomplishments of the science of public opinion polls in recent years (the "misjudgement" of the Truman re-election notwithstanding) has demonstrated concretely that opinion can not only be precisely measured as something tangible, but that trends stemming from such opinion can be accurately ascertained before trends actually establish themselves in full force.

If it can be done with public opinion then it can be done with fashions. And just as the public opinion poll reduced sharply the risk factor in endeavors based on such public opinion, so can similar methods reduce the risk involved in fashion and the businesses revolving around fashions. What is needed is the establishment of methods. In short, the creation of "science" of fashion trends. Not merely what the trends

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show, but their probable depth, intensity, length, etc.

Why Does It Happen?

When someone asks why a certain shoe style or color or type of leather suddenly becomes popular, the usual response is a throwing up of hands and an ejaculation, "Who knows?" In other words, no one is expected to know why certain fashions catch on and why others don't; or if, beforehand, they will or won't. In fact, it is practically heresy to suggest that fashion trends can be "predicted" with more accuracy than at present.

Yet, how much real effort has been made to place "fashion prediction" on a more "scientific" basis? Certainly everyone whose business is involved in fashions "studies" style trends. But if these studies were adequate then we would likely have less risk than is experienced today.

Every tanner and shoe manufac-

turer is bitterly familiar with costly experiences of the past. Great hope is placed in a certain leather—its color or finish or texture or some other factor. It is expensively promoted, and it is substantially purchased for the making of footwear. Retailers stock the shoes. Then suddenly—the bottom falls out of the barrel. The product flops; consumers show no appreciable interest. And some "darkhorse" abruptly comes into the popular favor. Here there are two losses: the loss from the over-production; and the loss from the lack of production on the "darkhorse." The realistic instances of such occurrences are countless, to the sorry recollection of everyone in the industry.

How can we "explain" the currently long reign of suede, of the platform shoe, of the open toe and open back, of the opened-up shoe? How can we "explain" the failure of the closed toe or closed-up shoe to

gain the wide popularity predicted for it when the New Look came in? How can we explain the abnormally long reign of flats, the boom in casuals, the recent gold bonanza and its sudden demise, the sweeping popularity of the ballerina?

Though a lot of "reasons" are always available to "explain" why some fashion did come into popular being, or why it faded or suddenly died, the explanations always come after the event. It is easy enough to be a Monday-morning quarterback. But such analysis serve no practical purpose to the industry. They do not serve to reduce the risks of the future, or enable the tanner or shoe manufacturer to calculate more accurately the trends forthcoming. Moreover, the explanations are still largely opinion—and the fact that there are usually many varying opinions demonstrates that there is no single significant focus point where

(Continued on page 70)

QUEEN SUEDE



Top Left: Bright leathers for new spring accessories. A Vitality sling pump with open toe and heel of yellow suede kid, leaves—plain and perforated—ornament the vamp. Top Right: Open interest to a closed shoe. White suede kid ankle strap by Marino. Strips of black patent leather give a peek-a-boo treatment to the heel. Bottom Left: Ankle strap on a high wedge, a full length platform for added comfort. The low vamp, open toe and heel give a new openness to this multi-colored kid sandal by Mel-Preston. Bottom Right: Dark shoes for light spring dress, a sling pump by Valley. Strips of multi-colored kid are platted across the vamp. Narrow platform and rest of shoe are in black suede kid.

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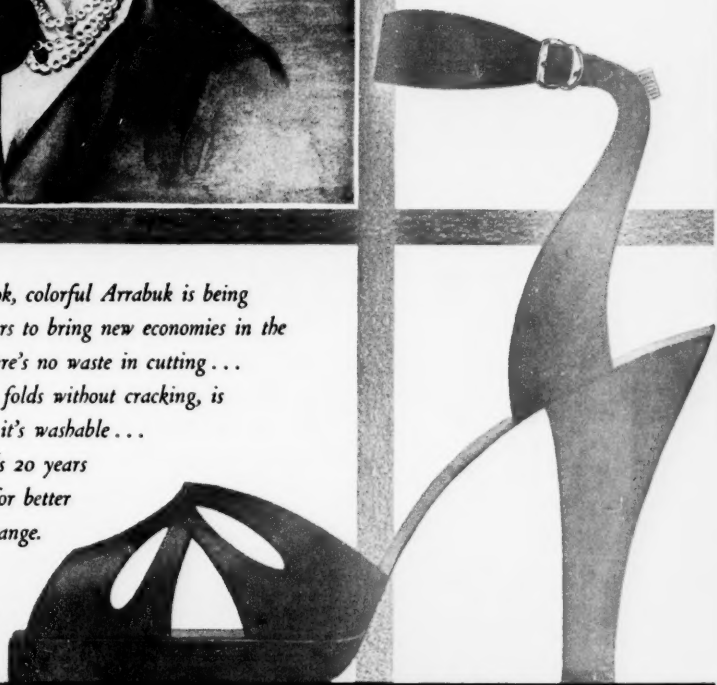
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Leather Show Exhibitors

EIGHTY-SIX members of the Tanners Council are participating at the 34th Official Opening of American Leathers to be held at the Waldorf-Astoria, New York, on March 8 and 9.

Following is a list of all exhibitors, giving the colors, grains and types of leathers for Autumn on display, also representatives in attendance.

Booth numbers are given in parentheses following each exhibitor's name.

Agos Leather Co's., Inc. (192)

Doeskin suedes in Promenade Brown, Admiral Blue, Slate Grey, Sable Taupe, Parkway Green, Turigreen, Maroon Wine, Cognac Brown, Brown Almond, Meadow Moss and Black.

In attendance: L. E. Rosenberg, F. J. Guilfoyle, G. D. Sart, R. Rosenthal, W. G. Murdock, S. M., and H. Farkash, J. N. Griffith and J. H. Murrow.

Allied Kid Co., Standard Div. (158)

Suede kid and glazed kid in official colors and in Jewel Tones, Lining Kid and Slipper Kid.

Allied Kid Co., New Castle Div. (156)

Glazed kid and Maracain in official colors and Jewel Tones, lining colors, suede calf.

Allied Kid Co., Sterling Div. (157)

Gold, silver and Irrescent Kid, Tucson Colt in Jewel Tones.

Allied Kid Co., McNeely Div. (157)

Glazed Kid, Velvo and Crushed Kid in basic colors.

Allied Kid Co., Quaker City Div. (156)

Black Glazed Kid and Black waterproof lining.

In attendance: Benjamin Simons, Joseph T. McCauley, Herbert Agoos, M. Lowenstein, B. Lapin, Robert E. Binger, Max Friedlander, Max Neiman, C. de Silva, A. Diaz, P. J. McNeely, Edgar Loeve, Andres Schoenberg, S. Cohen, Misses Rhea Nichols, Helene O'Hara and Dorothy Campbell.

EXHIBIT COMMITTEE

Daniel H. Hickey Surpass Leather Co.
Frederick J. Blatz Amalgamated Lea. Cos.
Milton Hubschman E. Hubschman & Sons
Frank R. Lemp Armour Leather Co.
J. W. Macpherson John R. Evans & Co.
George H. Mealley The Ohio Leather Co.
Robert J. Mellin A. C. Lawrence Lea. Co.

Amalgamated Leather Co's., Inc. (130)

Charmooz (suede kid), glazed kid, Amalac kid and genuine reptiles in all the official shades as follows: Promenade Brown, Cognac Brown, Admiral Blue, Parkway Green, Cherry Red, Palomino Blond, Town Taupe, Slate Grey, Turigreen, Copper Rust and black. Also a complete range of colors in kid linings.

In attendance: Frederick J. Blatz, Edward C. Bunn, William Simpson, Earle McMullen, John Curran, Chris Curran, Gordon Kitchen, William Heatzig, Walter Merrewether, Thomas F. Dorrity, Frank X. Kelly, George Hofmann, William Becker and Elmer Froehlich.

Amdur Leather Co., Inc. (178)

Elk sides in white and brown, all sizes and weights; Chrome splits: Upper suede splits in black, Town Brown and colors; Slipper splits of

COLORS COMMITTEE

Robert E. Binger Allied Kid Co.
Frederick J. Blatz Amalgamated Lea. Cos.
Felix Carr Carr Leather Co.
Rudolph Correll, Hermann Loewenstein, Inc.
G. B. Davy Beggs & Cobb, Inc.
James F. Donovan F. C. Donovan, Inc.
W. Malcolm Fleming Fleming-Joffe, Ltd.
Carl Ganter Colonial Tanning Co.
Louis Halle Diamond State Tanning Co.
Dan Hickey Surpass Leather Co.
Milton Hubschman
E. Hubschman & Sons, Inc.
R. L. Jensen Fred Rueping Leather Co.
Max Kornreich R. Neumann & Co.
Frank R. Lemp Armour Leather Co.
Philip I. Light American Hide & Lea. Co.
J. W. Macpherson John R. Evans & Co.
George H. Mealley The Ohio Leather Co.
Robert J. Mellin A. C. Lawrence Lea. Co.
Frank H. Miller G. Levor & Co., Inc.
George E. Poh Barrett & Co., Inc.
L. E. Rosenberg Agoos Leather Cos.
Walter Ziegler Hunt-Rankin Lea. Co.

all kinds and colors; work shoe splits; work glove splits; Sport Retan Chrome splits for soles of California type shoes; industrial hand splits; shoe lining splits in ooze and finished.

In attendance: N. W. Amdur, S. G. Laties, A. E. Gitter, R. LeCraw, E. Galpert, P. Horowitz, R. Stis, C. Allen, S. Liebman, and W. Grafe.

William Amer Co. (17)

Black satin finish King Kid, black glazed King Kid; tan, brown and blue glazed King Kid; black suede King Kid; Goat garment leather.

In attendance: W. C. Hunneman Jr., Laird H. Simons, Jr., Harry J. Kohout, E. N. Simons, Henry V. Noonan, C. Roy Fisher, William F. Mullins, George W. Newman, Edward M. Salomon Jr., R. L. Stiles, Wm. M. Taggart, A. A. Wakeford and S. K. Webster.

American Belly Tanning Corp. (131)

Full grain bellies for shoes, sandals and novelties; all weights and all colors; Sides for novelties and linings; Shoulders for belts.

In attendance: Max Hadra, A. Dreher, Miss D. McGrath, Walter H. Loeber, Gus Erickson.

American Hide and Leather Co. (90, 91)

Calf, Sides and Kips. Women's Town Colors: Promenade Brown, Cognac Brown, Admiral Blue, Parkway Green, Cherry Red, Town Taupe, Slate Grey. Women's Casual Colors: Copper Rust, Cherry Red and Slate Grey. Men's colors: Brown Oak, British Tan, Tawny Tan, Cherrytone, American Burgundy, Golden Harvest.

In attendance: Carl F. Danner, Philip I. Light, John Bates, Clyde Rycroft, John E. Rowan, Raymond E. Walker, John O'Neil, John Daggett, Charles Green, Willard Jordan, Roy G. Julow, Harry Getzov, Richard W. Willmes, Clarence Becker, Clifford Marshman, Albert Nusser, Lawrence Nusser, Milton Rice, George C. Scott.

American Kid Co. (142)

Suede and glazed kid in black and colors; slipper kid in all leading colors; lining kid in fashionable colors; leaf gold and silver kid, cabrettas and capekins; laminated gold and silver kid and capekins; "Amicape" smooth cape-finish lambskins in all colors; Elk and smooth sides in all colors.

In attendance: Michael Gruskin, Herbert Gruskin, Louis Halle, Robert Berman, Victor Heartel, John G. Mahler, and Harry Galpert.

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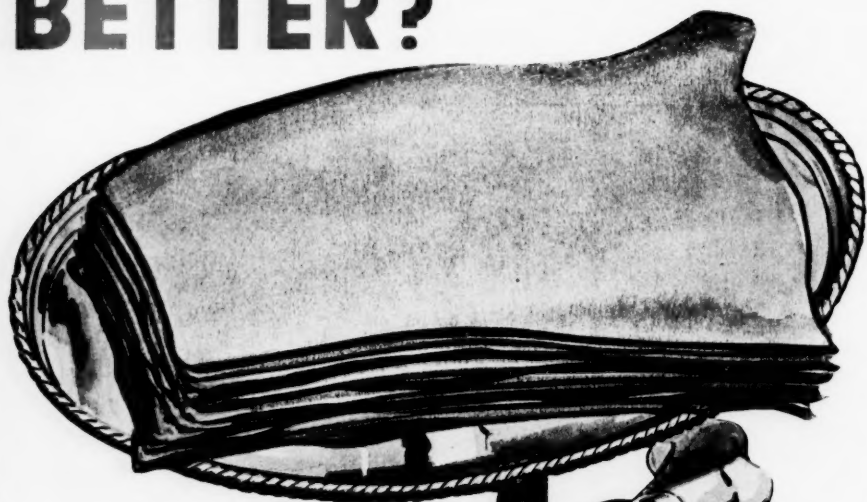
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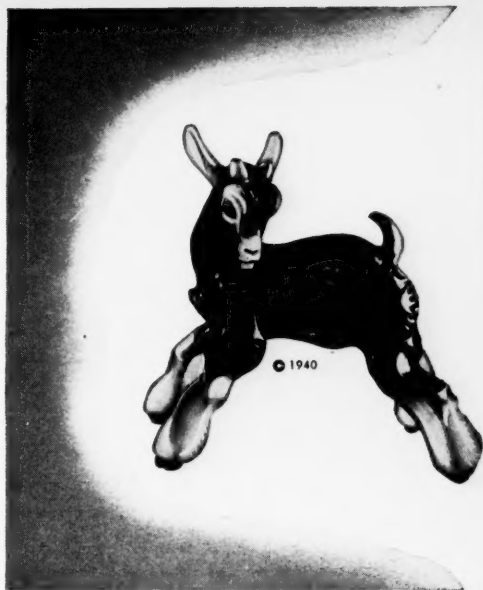
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Carl Antholz, Inc. (72)

A complete line of lizards and snakes and all other reptilian leathers in all the leading colors.

In attendance: Carl Antholz, John Connolly and Robert P. Eberlein.

Armour Leather Co. (20)

Combination Tan full grain lines; Maison in smooth and boarded finishes; Bokide in full chrome grain Elk; Crystal in full grain chrome smooth; Corrected Lines: Cossack in combination tan; Skeet in corrected grain Elk; Ivory in chrome smooth. The foregoing are all kips. Also Swanky suede splits and ooze linings in various colors, Shewan kips (reversible), Plapac Extremes, Surftan Kips and Babuck Kips.

In attendance: John Wiemann, F. R. Lemp, C. Gustafson, John F. Daley, John Hungler, Paul Deninger, Joe Barry, and Alan Childs.

Peter Baran & Sons, Inc. (17)

Genuine alligator leather in the latest fall and winter shades.

In attendance: V. P. and M. L. Baran, V. E. Krossa, Wm. J. Kelly, E. M. Salomon Jr., and A. Dietrich.

J. S. Barnet & Sons, Inc. (4)

Thorobred, Barlite, Brawnie, Gloria Calf; Barnet Suede, Thorobred and Barvel kips.

In attendance: Carl J. Howard Jr., Howard J. Jr., and James R. Barnet, Robert P. Eberlein and John G. Freeman.

Barnet Bros. Leather Co., Inc. (84)

Alligators; alligator lizards, Bengal lizards, Java Ring lizards, Calcutta lizards; Oriental lizards and Mexican lizards; Java python, Argentine python and Tiger snakeskins, Ermine, Cobra and Tweed snakeskins. All in leading fall colors.

In attendance: I. Milton Barnet, Ralph Rosenberg and Wilbur C. Ashman.

Barrett & Co., Inc. (16)

Boarded and embossed calf and sides both in men's and women's weights in all of the official colors.

In attendance: George E. Poh, Hunter L. Barrett, Fred A. Lyons, George J. J. Gutjahr, I. E. Vitkin and Irwin C. Wehmeyer.

Beadenkopf Leather Co. (97)

Glazed slipper and boot kid in black, blue, golden brown, red and Burgundy (Wine); Glazed kid linings in gray, Miana and Waterlily; Kid Suede in black, Admiral Blue and Kelly Green; Goatskin garment leather in Navy Brown, Army Tan and Cordovan.

In attendance: H. K. Dugdale, J. B. S. Holmes, Arthur T. Devlin, Timothy A. Devlin, Walter Schafstall, and John C. Stroope.

Beggs & Cobb, Inc. (98)

Side Upper leather: Women's Town Colors—Promenade Brown, Cognac Brown, Admiral Blue, Parkway Green, Cherry Red, Town Taupe; Women's

Casual Colors—Turfgreen, Copper Rust, Palomino Blond, Cherry Red and Fiesta Wine; Men's smooth leather colors—Brown Oak, Tawny Tan, Cherrytone, American Burgundy, Copperwood; Men's brushed leather color—Huntbrown.

In attendance: G. B. Davy, Harry Keller, George South, Charles Wood, Robert Stitt, Polly Drew, Arthur S. Patton, Wm. B. Heald and Sidney Doerner.

Besse, Osborn & Odell, Inc. (47)

Sheep and lambskin leathers for many uses, including standard and bright colors for quarter linings and sock linings of women's shoes; Natural Calfine for sport shoes, Men's shoes and stitchdown shoe linings, selections for cowboy boot linings, hat sweat leather, and Natural Calfine for industrial purposes.

In attendance: Mrs. Mildred F. Besse, Miss Joan Besse, Henry F. Bufalino, George A. Treat, Frank H. Reed, G. Norman Bankart, E. E. Samuelson, Martin Schoenberg, John E. Doyle, Harold Wilder, John G. Mahler, Russ White, H. Carey Korndorfer and Walter Malowan.

Brandt Leather Corp. (65)

Staple and unusual finishes in calf, sheep and goat in various colors and combinations for all purposes.

In attendance: Carl Brandt, Roger Conant, Martin Kliemant and F. Bayley Baker, Jr.

N. Brezner & Co., Inc. (136)

Smooth and Elk kips and sides in



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RUDI WEIMANN, 117 N. Robertson Blvd., Los Angeles, Calif.
THE JOHN HARVEY LEATHER CO., 327 Arch Street, Philadelphia, Pa.

black, white and many colors; Kips and sides in embossed grains; gold and silver-finished sides; smooth finished splits in black, white and colors.

In attendance: Nathan Brezner, Mel Snider, Jack Schweitzer, Jack Abrams, Maurice Fox and Bob Shuman.

Burk Brothers (14)

Glazed kid in black, satin, Admiral Blue, Cafe Brown, Continental Green, Cherry Red; Suede kid in black, white, Cafe Brown, Admiral Blue, Burnt Mocha, Cherry Red and Taupe. Oxalene kips in Manhattan Brown, British Tan, Tawny Tan, Cherrytone, American Burgundy, Golden Harvest and black. Dress Elk Sides in white, black, Cafe Brown, Cherry Red, Continental Green, Admiral Blue and Gypsy Brown. Slipper kid in favored colors.

In attendance: H. B. FitzPatrick, James MacNally, William Wesseling, Walter E. Hardtke and William F. Larkin.

Carr Leather Company (74)

Will show suede calf in Parkway Green, Bermuda Brown, Admiral Blue, Cafe Brown, American Burgundy, Slate Grey, Greybark, Palomino Blond, Manhattan Brown, Midnight Blue, Copper Rust, Town Taupe, Cabana Brown, Turfgreen and Black.

In attendance: Felix Carr, Arthur Carr, James Burns, Leo Hamel and Emmett Keenan.

Colonial Tanning Co. and Leach-Heckel Leather Co. (51, 52)

Colonial Patent Leather in Royal Blue, Liberty Red, Cherry Red, Golden Tan, Chaudron, Promenade Brown, Mascara, Burgundy Wine, Kelly Green, Parkway Green, Unity Blue, Admiral Blue, Blue Jacket, Slate, Platinum, Gunmetal, Copper, Bronze, Cognac Brown, Palomino Blond, Colonial Velka (Elk sides) in white, Blue pastel, Yellow pastel, pink pastel, natural beige, Cherry Red, Wine, Smoked, Palomino, Pine Green, Burnt Mocha, Sun Copper, Turitan, Army Russet, blue, black, Town Brown, Parkway Green.

Colonial Split Division will show suede splits in white, red, grey, green, Sun Copper, Cinnamon, brown, blue and black, as well as splits for natural soles, insoles, ooze linings, black and Army Russet work shoes, finished flexible bark tan insoles, chrome retan sole splits, gussets in black and colors, and side leather splits.

Colonial Calfskin Division will feature in suede calf entire line of official colors for women's trade for fall 1949 and in Colluk calf (brushed leathers for men's trade) all colors adopted through Textile Color Card Association for fall.

In attendance: Kivie, Joseph and Archie Kaplan, John Mercon, George Silva, Harry Goldberg, Sam Davis, Carl Ganter, Joseph Doherty, Paul Gonneville, Sam Rubin, Abe Cohen, Alden Sleeper, Henry Sleeper, James Leach, Charles Heckel, Irwin C. Wehmeyer, Gus Sokol, R. L. Stiles, Sr., and Jr., Peter F. Stiles, A. E. Perry, Sr., and Jr., Ervin C. Manske Sr., and Jr., Joe Hess, Alan Love, Raoul Leullier, Walter D. Cost, Irving J., Philip and Martin Fife, Aaron Zuckerman, Gus Daniels, Nat and William Newmark, Isaac Shultz, A. D. Motelson.

MURRAY

Fine Leathers

A complete line of quality
Kip, Extremes, & Side Leathers

MURRAY LEATHER CO.
WOBURN, MASS.



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KISTLER SOLE LEATHER
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Shoemaking skill, knowledge and experience never receives greater support than it does when Kistler Sole Leather is used. This sole leather goes beyond the area of the imagination in delivering the service for which the consumer lays down his money. Its quality will add prestige to your line. It will give your dealers the sales-lift wanted. It will assure the wearer of your shoes the utmost satisfaction.

KISTLER SOLE LEATHER

**The Balanced Bark Tannage
For Men's, Women's and Children's Shoes**

will go through your factory right. The bottoming operations are made easy and good. It is flexible on the foot. In service it is moisture resistant. At every stage of production it will be found helpful to quantity and quality operations. It is a profitable leather to use because

IT MAKES ANY SHOE A BETTER SHOE

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THOROUGHLY TANNED
UNCOMMONLY FINE GRAIN
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MOISTURE RESISTING
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QUALITY MAINTAINED**



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1887—1949

ATLAS
REFINERY, INC.

142 Lockwood Street
Newark 5, N. J.

Crestbrand Leather Co. (115)

Alligator grains in calf and kips; outside suede splits in black and colors, lining splits in ooze and finished, chrome and chrome retan sole splits.

In attendance: Philip F. Brian, Thos. W. Cosgrove, Richard W. Brian, Chester Allen, Russel Stis, L. Chase Kepner, W. J. Meyer, W. E. Hardtke, C. Roy Fisher and Mort Farkash.

Donnell & Mudge, Inc. (116)

Grain and reverse sheep and lamb leather for shoe linings; Cape leathers in white and colors; chrome lamb shoe linings, smooth and embossed sheep and lamb for the leather goods trade; saddle lambs.

In attendance: H. P. Mudge, J. C. Romeos, C. R. Galt, C. N. Riesenberger, F. A. McDonald, W. P. Titter Jr., Povel Wedseltoft.

F. C. Donovan, Inc. (137)

Domoc leather for men's, women's and children's shoes; Domoc Softie leather will be prominently featured; Navonod and Dov linings for high-grade men's shoes.

In attendance: F. C. Donovan, J. F. Donovan, C. T. Donovan, F. C. Donovan Jr., C. R. Cavanagh, W. L. Mosbacher, J. J. Higgins, P. R. Donovan, R. O. Schultz, H. B. Avery, H. B. Avery Jr., Vogel Helmholz, and E. F. Holmes.

Dreher Leather Mfg. Corp. (131)

Gold and silver kid, cabrettas, skivers, sides and snakes.

In attendance: A. Dreher, F. Goldmann, K. Jeselson, H. Becker, Robert Greenberg and Howard B. Avery.

Dungan, Hood & Co. (12)

Black glazed and suede kid; blue and brown suede kid.

In attendance: K. F. A. Hill, James F. Penrose, H. H. Hellerman Jr., Fred A. McKennon, E. Stuart Draper, John Hennessey, C. E. Becker, W. D. Cost, Horace H. Beaven, Chester Allen, Russel Stis, Cecil McClarin and Robert Bedford.

Eagle-Flagg Tanning Corp. (18)

Smooth side leather, aniline and semi-aniline finished in various substances from 2 to 5½ ounces for dress shoes, play shoes, loafers, moccasins, etc. Also splits, finished and unfinished for shoe upper leather, lining and leather goods.

In attendance: Richard B. Flagg, Fred Adler, Kenneth S. Flagg, Lothar Adler, Walter Kramer and George Eberle.

Eagle-Ottawa Leather Co. (166)

Elk sides in black, white, Army Russet, Turitan, Fall Brown; Mexican Print sides in black, Army Russet, Golden Harvest, Fall Brown and Manhattan Brown—all to be in Spey Royal Scotch, Edinburgh and Broadway grains; Tuftoe Tipping in black, Army Russet, Fall Brown—in Peacock and Sea Shark Grains. Also Correctan lining sides.

In attendance: Julian B. Hatton, Leonard Schaden, Milton E. Burr, J. Chris Hempel, G. T. Leavitt, John L. Leavitt, Wm. A. Rushworth, M. J.

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NORMIL

For dress wear our Normil is considered outstanding. A smooth, sleek leather of full chrome tannage, it has a calf-like finish and rich appearance. Made in both black and colors.

J. GREENEBAUM TANNING COMPANY
CHICAGO MILWAUKEE BOSTON

Lenobel, Dennis Shea, F. W. Dow, J. T. Brookhouse, Louis Bergman, Mrs. A. M. Vincent, and D. Daniels.

John R. Evans & Co. (21)

Women's "Brogandi" grained goatskin in Promenade Brown, Cognac Brown, Admiral Blue, Parkway Green, Cherry Red, black, gold, silver, white; Cara shrunken and crushed kid in Promenade Brown, Cognac Brown, Admiral Blue, Parkway Green, Cherry Red, black, white, black Bohkara; Glazed Ruby black kid, Ruby matt, Promenade Brown, Cognac Brown, Admiral Blue, gold, silver and bronze kid; Peerless suede kid in black, white, Promenade Brown, Admiral Blue, Parkway Green, Cherry Red; Peerless slipper kid in all popular shades, and Peerless kid linings in Fawn, grey and Waterlily. Men's fall "Brogandi" grained goatskin in Brown Oak, British Tan, Cherrytone, black; Ruby black glazed kid, red slipper kid, blue, brown and wine slipper kid.

In attendance: William F. Hickey, T. R. Hickey, A. J. Redmond, Wills T. Engle, E. H. Geisler, Don O. Elliott, J. W. Macpherson, Milton Salomon and Don Stephens.

Fleming-Joffe, Limited (40)

Alligators; Alligators; Alligator, Bengal, Calcutta, Oriental and Iguana lizards; Cobra, Siam, Chouri, Boa, Ampalagua and Karung snakeskins, and Diamond, Rock and Royal Pythons. These skins will be in new fall official colors, new coordination colors and special promotional colors, the latter including Jewel colors in Oriental lizard and the Quartz colors in Karung snakes.

In attendance: Morris Joffe, Malcom Fleming, Al Terry, Howard Geiger, Herbert Ochs, Allan Love, Wm. Erhart, A. W. Peterson, John G. Freeman, John Metz and Mrs. Irene P. Sharlin.

S. B. Foot Tanning Co. (81)

Full grain and corrected Elk sides, Extremes, and kips in white, smoke, Turfian, Army Brown, Burgundy, Town Brown, Red and black. Heavy duty side leathers and glove, gusset, lining and work shoe splits.

In attendance: S. B. Foot, C. F. Dodge, W. E. Grumbine, W. P. Michels, F. J. Levisseur, D. F. Rimoli, F. L. Broadbent, H. T. Tankersley, E. B. Thorstensen and Armin Kaufmann.

A. F. Gallun & Sons Corp. (11)

Calf in Aztec, Cretan, Eskimo, Norwegian, Wax Norwegian Normandie, Viking, Apache, Tooling, French process wax, furniture grains, lining, Domino, Baguette, Mandarin, Lido, Milwaukee, Ebony, Quarterbright, Clyde, Kongo, Pigskin in various colors and black.

In attendance: E. A. Gallun, A. F. Gallun Jr., C. H. Moore, L. F. Davis, F. C. Hathaway, E. L. Peirce, S. A. Ely.

Garden State Tanning Inc. (75)

Full line of elk, smooth side leather and splits for the shoe trade, including lining, upper suede and work shoe splits; regular luggage, embossed leather,

ers, French process suede, handbag Capeskins and upholstery topgrain and deep buffed leather.

In attendance: Al and Martin Fried, John Newsome, Moe Rosner, Ray Larkin, Jerry Goebel, Rudy Tesa, "Getzy" Klastow, Ned McCarty, O. B. Dahm, Joseph Kueven, Herman Siskind, Joseph Oliver, Michael and Hy Ossoff.

Garlin & Co., Inc. (23)

Genuine Buck, genuine alligator, aniline kips and sides in all seasonal colors.

In attendance: Paul E. Gardent Jr., Robert J. Clements, J. Thomas Clements, William Templer Jr., A. E. Pickenbrock, Walter N. Schafstall.

Gellich Tanning Co. (19)

Cambium extremes and sides (com-

bination tanned upper leather) in all the popular colors for men and women including Sailing Red, Carib Green, Laguna Blue and Exotic Lemon. Lining kips, extremes and sides in corrected, burnished, and full grain—aniline, semi-aniline and pigment finishes. Finished lining splits and ooze splits.

In attendance: Harold D. Geilich, Simon H. Geilich, Benj. C. Hill, Emery I. Huvos and Elcanna Petersen.

J. Greenebaum Tanning Co. (71)

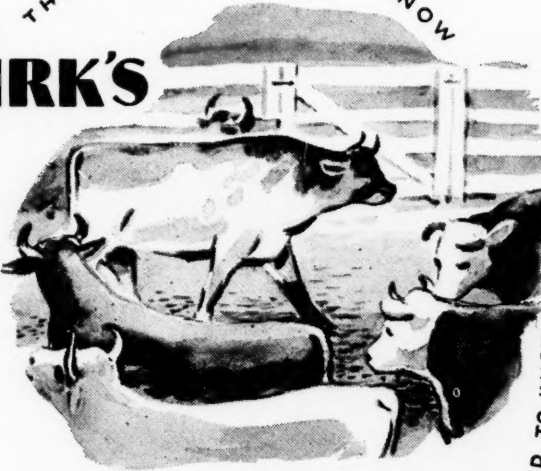
Vegeleen, Normil, Hampton, Dresides, fall embossed grains, Primo, Sporto, Dress Elk, and shoe Cordovan.

In attendance: L. J. Greenebaum, J. S. Lanigan, L. W. Donovan, M. S. Greenebaum, R. F. Maney, L. W. and L. C. Kieth.

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Constant aim at top-bracket quality does not pull us off-base on price. For value, good looks and comfortable service, BURK'S ELK is out front in the volume shoe lines for the American family.

DRESS ELK

LINED and UNLINED WEIGHTS—black, white and colors.

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TANNERS IN THE SHOE
PHILADELPHIA 23, PA.

NEED TO KNOW

Come to Booth 14 at the Leather Show

Griess-Pfleger Tanning Co. (111)

Aniltan kip, extreme and large sides; Combatan smooth dress kips, extreme and large sides; Lozant chrome sport elk, extremes and large sides; Lozant chrome smooth dress kips, extremes and large sides; Bison full grain work elk sides; lining splits.

In attendance: Edwin T. Cady, Edwin B. Cady, Richard Fuller, Thomas S. Keirnan, Simon Tannenbaum, Wendell R. Bauckman, William P. Erhart, R. C. Winding.

Gutmann & Company (83)

Gambola, ski, smooth sides, Scotch grain, Campus Grain and Derby grain; these will be shown in the latest fall colors.

In attendance: D. N. Gutmann, E. S. Greensfelder, J. T. Gormley, J. R. H. Ward, R. Day, W. Nichols, and A. Meyer.

L. H. Hamel Leather Co. (118)

Crushed kid hand boarded in black and Army Russet; Glazed kid in Wild-fire Red, Cherry Red, Cafe Brown, Town Brown and black; Glazed lining kid in Mocha, grey, blue, green, pink, Waterlily, dark grey, dark Mocha, and Aniline Kid; black suede kid; sueded lining kid in Mocha suede, Waterlily suede, grey suede, dark grey suede, dark Mocha suede; Nu Process cape lamb linings in Mocha, grey, blue, green, pink, waterlily, dark grey, dark Mocha, Town Brown and black; sueded Nu Process Cape lamb linings

in Mocha suede, Waterlily suede, grey suede and dark grey suede and dark Mocha suede.

Garment leather in Buccaneer Cape, Beige, buck, Henna, grey, Marrona, Orchid, purple, Tangerine, Powder blue and green suede. Bag leather in Admiral Blue, Misty grey suede, black, Navy blue, Sun Copper, Sailing Red and Pepper Green Capeskins, and Sun Copper, Laguna Blue and black suede, Carib Green suede.

In attendance: Arthur A. Hamel, George E. Hamel, Robert B. Boyd, W. Milton Hayes, Geo. W. Newman Jr., T. E. Newman, H. L. Steskel, James J. Connor, J. E. Reich, Ralph Wolf, John T. Guinn, Wm. G. Blain, Paul J. Gerwin, John G. Freeman, Geo. T. Leavitt, John L. Leavitt.

Thomas B. Harvey Lea. Co. (45)

Suede kid in white, black, brown, Admiral Blue and Parkway Green; Beige grey and waterlily kid linings.

In attendance: Thomas B. Harvey, J. S. C. Harvey Jr., Henry Coakley, Larry Pelzer, Robert Ingraham, August Bischoff, Wm. Garver, Thomas J. Hartnett, Harry Hoppin, and Irwin C. Wehmeyer.

Hebb Leather Co., Inc. (12A)

Specialty leathers in red, blue green and black; Lining sides in the leading colors; and for military shoes; Brushed leathers in all popular colors and Chrome retan sole splits.

In attendance: Frank W. LaBrache, Selden E. McKown, George S. Hebb Jr., Walter L. Sweeney, Guy T. Creese, John G. Freeman, Walter N. Schaifstall and William J. Dauer.

Melvin Henkin, Inc. (46)

Suedes in black, Cafe Brown, Admiral Blue, Continental Green, wine, Taupe, Ruby Red, Slate Grey; Kid linings in grey, Miami, pink, baby blue, rose blush, Ivory, Green, red, black and brown; Slipper stock in black, brown, Army Russet, wine, Navy, red and green; gold and silver kid; reptiles; chrome lamb linings; garment leather.

In attendance: Melvin Henkin, Mortimer Sokol, Paul Mont, Louis Halle and J. C. Henley.

Hiteman Leather Co. (26)

Calf leathers featuring the fall 1949 colors; also a line of full grain calf slipper leathers in black and high colors.

In attendance: George J. Hiteman, Ralph E. Tove, Charles R. Williams and Charles K. Hardenburg.

Horween Leather Co. (24)

Black and colored Chromexcel calf in all weights; black and colored Timber-Tanned calf for the shoe and specialty trades; Cordovan butts.

In attendance: Arnold Horween, Rudolph Correll, Harold G. Kaye, R. K. Barnes, D. B. Follansbee, John A. Barnes and Frank Seimetz.

E. Hubschman & Sons, Inc. (32)

Men's and women's weight calf in leading fall colors as well as weights for unlined shoes in colors and black.

In attendance: Milton Hubschman, H. C. Korndorfer, F. J. Kelley, W. P. Titter, Albert Huesing, Robert Slattery, Edward Young and David Kohn.

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BURK'S

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When you use Oxide Kid, every customer gets a better appreciation of good leather and of the quality your brand name represents.

WHITE, BLACK and COLORS
Glazed and Suede
Also Slipper and Lining Stock

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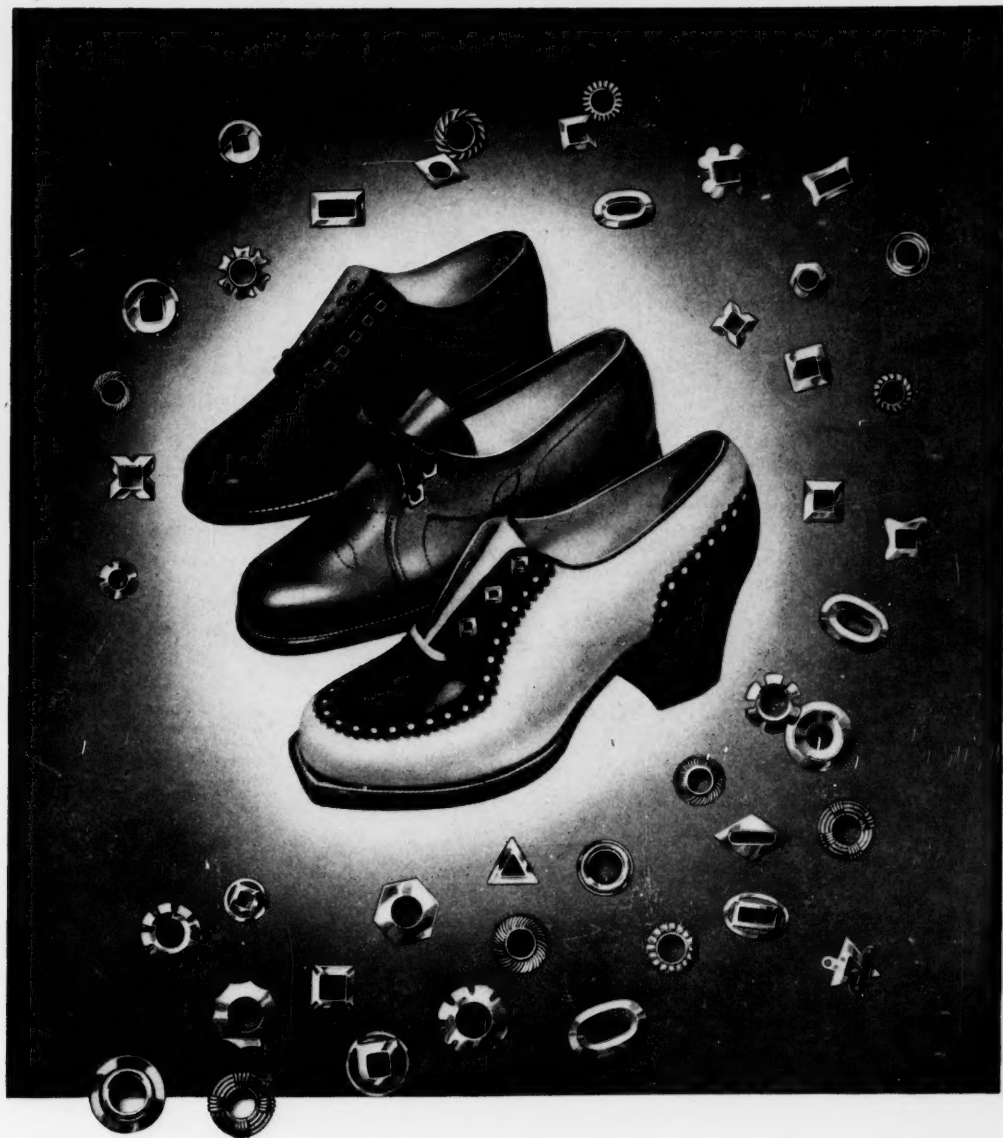
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United Fancy Eyelets can be the "tremendous trifles" that lift a shoe out of the commonplace and provide a smart accessory at *relatively low cost*. Eyelets like these can be the minor change that makes a major difference in appearance . . . and sales.

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Real White SHEEP

Actually Tanned WHITE—Not Bleached

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East India Tanned Hides and Skins

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100 GOLD ST., NEW YORK, N. Y.

Hunt-Rankin Lea. Co. (10)

Velvetta suede calf, Bucko calf, Infanta calf and Cavendish calf in the leading fall colors.

In attendance: Walter D. Ziegler, Philip K. Pearson, James J. Lenahan, John E. Graham, J. R. Garside and J. C. Stroope.

Irving Tanning Co., Inc. (31)

"Irvtog" in lipstick red, blue and green; "Irvtan" in black, brown and all colors; "Irvalex" in all popular colors.

In attendance: Max Kirstein, James J. Caulfield, Saul L. Stockman, B. T. Rogers, August Boss, James E. McCarty, Milton Salomon, William Sandbank, W. A. Hartwig, Robert O. Bardon and David B. Whiting.

I. M. Kaplan, Inc. (44)

Promenade Brown, Cognac Brown, Admiral Blue, Parkway Green, Cherry Red elk on kips, extremes and sides. The same colors in Corumba, Turtle and Saurier alligator and the latest novelty prints on calf and kip sides. Waterlily, beige and gray lining splits, metallic leathers, and chrome retan moccasin sides.

In attendance: I. M. Kaplan and Hy Kaplan.

Kirstein Leather Co. (48)

Complete line of elk and smooth in kip, extreme and sides in black, white and colors; lining sides; calf in black and colors; splits: chrome sole, flexible, lining, gusset, ruffles and suedes in black and brown.

In attendance: David Kirstein, John Finegold, Dan Turkanis, E. A. Perry, William Dimond, Earl Cookman, A. T. Karow and Jack Kramer.

Kroy Tanning Co., Inc. (41)

Chrome linings in grey, beige, waterlily, black and brown; Pastel chrome linings in blue, green and pink; Vegetable linings in grey, beige and waterlily; Suede linings in waterlily, grey and beige; Cape in red, green, blue, black, white and yellow; Calf sheep smooth; Tan saddle and oxblood saddle; various colored marble and pony novelty leathers.

In attendance: Edward M. Newburgh, Irving Gushen, George Gushen, Henry J. Richards, Geo. E. Hymrod Jr., Walter E. Hardtke, Roy E. Frank, E. C. Farrell, L. Chase Kepner and Kenneth Kepner.

A. C. Lawrence Lea. Co. (62, 64)

Calfskin in men's Duro (smooth) in black, Brown Oak, British Tan, American Burgundy and Tawny Tan; Beverly grain (3-way boarded) in the same colors and black; Tweed (H weight, flat boarded, for brogue and other types) in British Tan. Women's Moda (smooth) in black, white, Turf-tan, Cognac Brown, Promenade Brown, Admiral Blue, Cherry Red, Fiesta Wine, Continental Green, Green Pepper, Town Taupe and Parkway Green. Bark-Tanned calf in natural shade, colors and black. Soft Calf in black, Promenade Brown.

Sheepskin leather in Barilla in grey, Town Brown, black, white, Fawn, Waterlily, grey, Fawn, and natural;

LEATHER and SHOES—March 5, 1949

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But Something Else Too

. and that *something else* is **reliability**

To the Tanner we offer reliable sources of raw stock, expert receiving service, and up-to-the-minute hide and skin market information.

To the Packer, Collector and Dealer we offer a reliable brokerage service backed by a broad outlet for hides and skins and a thorough knowledge of what the tanner wants.

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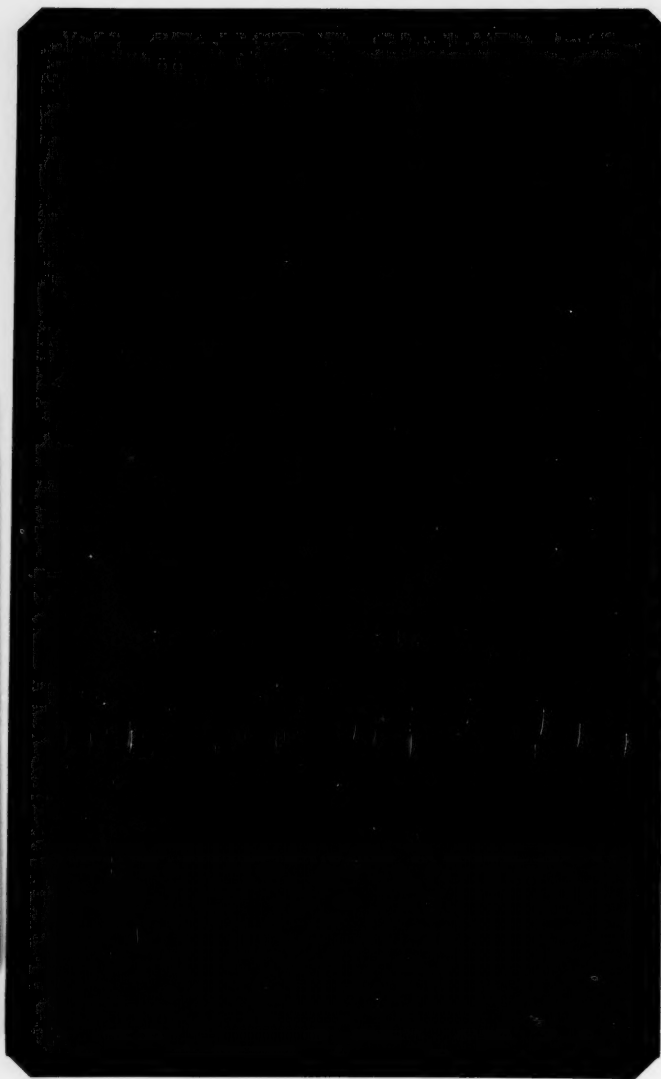
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DUDEROO**

WHITE
ZEPHYR BUCK
Sides & Kips

**SETON
PATENT**

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Newark 1, New Jersey

vegetable linings in russet, tan, Town Brown, Black, Fawn, Waterlily, grey and tan. Reverse linings in Waterlily, grey and Fawn; Playshoe in a range of high colors. Shearlings: Nutans for slippers and garment linings; barks for slippers; Electrified colors for slippers in red, wine, Royal Blue, beige, brown, pastel pink, pastel blue, grey; whites for novelties and linings; Capelt for slippers in Turftan, wine, walnut, red, Royal Blue, pastel blue and pink, white, metallic Royal Blue, wine, pastel blue and walnut; mouton for cuffs and collars; colored backs for slippers in red, wine, blue, brown.

Shoe Side Upper Leather in men's colors—Sunset Keena (smooth, retan, aniline) in Golden Sunset, American Burgundy, Tawny Tan, Brandy Tan and Golden Harvest; Keena (smooth, retan, semi-aniline) in British Tan, Manhattan Brown, American Burgundy and Cherrytone; Teeko (smooth, chrome, semi-aniline) in Manhattan Brown, black, British Tan, American Burgundy, Tawny Tan, and Brandy Tan. Tattoo (smooth, chrome, aniline) in Golden Sunset, American Burgundy, Tawny Tan and Brandy Tan; Hikon (boarded Elk) in black, Manhattan Brown, British Tan and white. Women's colors: Teeko (smooth, chrome, semi-aniline) in black, Burnt Mocha and Cafe Brown; Diamond patent leather in black and colors.

In attendance: R. L. Winans, W. H. Merchant, R. J. Mellin, S. N. Nectow, A. V. Rice, H. J. Somers, J. E. Packard, S. Palmer, A. W. Hunt, W. C. Abbott, C. L. Cotton, N. L. Gerrish, C. F. Smith, T. J. Moore, A. A. Burnett and J. T. Johnson.

Leach-Heckel Tanning Co. (52)

(See Colonial Tanning Co.)

G. Levor & Co., Inc. (86)

White Levor Grain Goat (white glazed kid), white Levor Flexy, white Levor Grain Kid (Cabrettas), white Levor suede cabretta, black Levor suede cabretta.

In attendance: Samuel Rothschild, Frank H. Miller, Sig Cohen, G. Alan Rothschild, Robert Rothschild, George Newman Jr., Clifford O. Miller, J. T. Johnson, Pearce Titter, Thomas Newman, A. A. Wakeford, Chandler S. Lowell, Sol Leventer, R. L. Stiles and George Platt.

J. Lichtman & Sons (9)

A complete line of "Swagger Buk" brushed leather in all popular colors for fall, 1949, for men's, women's and children's shoes and personal leather goods. Full grain and corrected lining sides. Ooze, finished, retan and flexible splits.

In attendance: Fred C. Atkinson, O. B. Dahm, Eugene Dellinger, Joseph Gross, Cecil, Fred J. and Jules Lichtman, O. E. Vitkin and A. A. Wakeford.

Lincoln Leather Co. (34)

Promenade Brown, Cognac Brown, Admiral Blue, Parkway Green, Cherry Red, Town Taupe, Slate Grey, Turfgreen, Copper Rust, Palomino Blond, Cherry Red, Brown Oak, British Tan, Tawny Tan, Cherrytone, American Burgundy, Golden Harvest and Natural Tan.

In attendance: I. R. A., and Philip

The "natural" lining
for Shoes

"Nu Calf"
Natural Sheepskins
REG. U.S. PAT. OFF.
GILBERT & CO., Inc.

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Everett, Massachusetts

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VERZA TANNING CO.

Tanners of Quality Leathers

CHROME TANNED SIDES & CALF:
White-Black and Popular Colors

SUEDE SPLITS:
White-Black-Brown

Specializing on
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Loewengart & Co. (73)

For the shoe trade: Suede, gold and silver, lining, and slipper kid; flexible innersole splits; vegetable and chrome tanned deep buffs for shoe uppers and linings. For the luggage, handbag and leather novelty trades: Vegetable and chrome tanned side leather, goatskin (like Morocco, Saffian, crushed goat, and multitone); vegetable tanned pigskin, vegetable and chrome tanned buffalo calf and cow calf; East India kips in aniline, lacquer, pigment finishes, and in all grains including alligator and lizard grains. These will be featured in all the fall fashion colors.

In attendance: Arthur, Sol, Theo., and Julius Loewengart, Max James, Richard Loewengart, Herbert Schwartz, Adolph Kahn, George Curtis, Walter Lewis and Alex Mueller.

Hermann Loewenstein, Inc. (25)

Technical—smooth and boarded—in fashion-right fall and winter colors for women's high grade shoes. Special spot-proof finish for handbags. Gamuza—suede calf—in black, white and colors; Gama—reverse calf for unlined shoes—in black, white and colors. Genuine buckskin in black and white.

In attendance: Rudolph Correll, Harold Kaye, Dudley Follansbee, Frank Seimetz, Alexander Luncan, DeForest Bush, John A. Barnes, Herbert A. Bohren, Kingsley Barnes, Dorothy Fox Davies.

Malis Leather Company (55)

Glazed kid in black, brown, blue, green, wine, and red; Suede kid in black and white; suede cabretta in black and white; lining kid in grey and waterlily; garment goat and Playtan goat.

In attendance: Simon S. Malis, Lawrence L. Malis, Dave Davidoff, Tommy Leonard, Carey Korndorfer, Walter J. Meyer, Felix Levenbach.

Harry Mann Leather Co. (35)

Capeskins in blue, black, green, red, yellow, white, Burgundy, Baby Blue, Baby Pink Town Brown and Turftan; finished leather linings in grey, Fawn, waterlily; lacquer linings in black, brown and waterlily. Ooze linings in grey, Fawn and Waterlily.

In attendance: Edward T. Harrigan, Paul I. Mann, Archibald J. Mann, Edward A. Vollbrecht Jr., Irving J. Fife, and Arnold E. Cope.

Marcus Forscher & Co. (54)

Calf suede in black and all leading fall colors; kid suede in black and all leading fall colors; black smooth calf; genuine white buck; Jacks and Chinas.

In attendance: Milton H. Lewin, Sidney Lewin, Harry Gruenstein, Jimmie Randolph, D. C. Davidoff, Thomas Leonard and Alfred G. Schwab.

McNeely & Price Co. (5)

White suede kid, black suede kid, colored suede kid in Promenade Brown, Cognac Brown, Admiral Blue, Parkway Green, Cranberry Red, Town Taupé and Slate Grey; black and



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colored glazed kid and lining leather.
In attendance: Walter C. Koenig, Geo. H. McNeely Jr., C. Jos. McNulty, George F. Peterson, Fred C. Wagner, Fredk. W. Dow, Louis Bergman, Jack Brookhouse, John E. Graham, John E. Graham Jr., Geo. E. Hymrod Jr., H. T. Tankersley, J. A. Hess, Alan Love and Raoul Leullier.

Merrimack Leather Co. (13)

Sides in Turfgreen, Copper Rust, Cherry Red, Palomino Blond and Pastel yellow; heads for uppers in all prevailing colors.

In attendance: Edward J. Barry, Willard T. Jebb and Frank B. O'Neil.

W. Milender & Sons (22)

Lining sides and kips, lining splits and double shoulders in current colors.

In attendance: Charles Milender, Louis Milender, Sumner Milender, Harry Remis, Abe Lerner, Jim Larsen and Morris Pritzker from the Boston office and tannery; also Curtis Harvey, Gus Bischoff, Bill Garver, Bob Ingraham, Irwin C. Wehmeyer.

Monarch Leather Co. (43)

Vegemont sides, Montan smooth sides, Yucatan (corrected elk), Elk sides, "Ainslie," "Dartmoor," and Scotch grains.

In attendance: George E. O'Brien, Leo J. Powers, W. J. Burmester, M. J. Barr, W. N. Eisendrath Jr., and F. N. Hansen.

Murray Leather Co. (85)

Murmoc in Army Russet, green natural, red and wine; Elk and smooth in Army Russet, black, green, red, Turftan, Town Brown, wine and white; black patent; bag and pocketbook in black, blue and brown; splits in black suede, colors, black Ruffles, linings and workshoe.

In attendance: James S. Murray, James H. Murray, James F. O'Connor, William H. O'Connor, Henry L. Freyer, George E. Hymrod Jr. and J. C. Stroope.

R. Neumann & Co. (76)

Embossed buffalo calf: Football grain for men's and children's shoes in Desert Beige, Bengal Brown, Golden Harvest, Oxblood and Green Pepper; pig grain for men's shoes in Hazel, Oxblood and Midnight Blue. Seal (Sealbuk—brushed seal) for men's shoes in Slate Grey, Midnight Blue, Dark Brown, Palomino, Tobacco Tan; Calfskin in embossed alligator grain for women's and children's shoes in Midnight Blue, black, Burnt Mocha, Promenade Brown, Continental Green, Rust, Beige, Admiral Blue, and embossed lizard grain for women's shoes in brown, Spruce Green, black and Admiral Blue.

In attendance: Richard Bernheim, Philip Bernheim, Max Kornreich, Abe Lewis, Leslie Smith, A. Barci, Miss Carolyn Saks, Eugene C. Farrell, Walter J. Meyer, Robert J. Clements, Arthur Karow and Robert Karow.

Northwestern Leather Co. (39)

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and Elko kips in white and colors; Smooth Pac (heavy weight) large, extremes and kips; Smooth sides in Mackinac, Tamarac Extremes and Tamarac kips in black and colors; Pac leather sides (chrome, heavy weight) Extremes and Kips in Tartan and Essex grains; Snoboot (waterproof), Kitchener (retan), Elk Sides (work-shoe) Slipper Sootan in red, Burgundy, blue and brown; lining splits.

In attendance: T. L. Tewksbury, R. L. Pope Jr., W. A. Cunningham, J. F. Foley, F. A. Harding, A. R. Mueller, and G. T. Leavitt.

The Ohio Leather Co. (187)

Men's Calf in Brown Oak, British Tan, Tawny Tan, American Burgundy, Golden Harvest; Women's calf in Promenade Brown, Cognac Brown, Admiral Blue, Parkway Green, Cherry Red, and Town Taupe. Embossed calf in alligator and lizard grains matching the above colors.

In attendance: F. H. Becker, R. H. Ewe, R. R. Simpson, L. J. Petrie, Carl Childs, J. G. Murphy, G. H. Mealley, J. T. Johnston, S. A. Rawson and H. S. Drevett.

Pfister & Vogel Tanning Co. (171)

Playshu, Pevee, Pfisterski, Ski Grain, Chrome Waterproof, Nimrod, Diana, Wisconsin, Elk, Econo, Zenith, Juvenile.

In attendance: Frank Belz, Erhard H. Buettner, John R. Olson, C. F. Tarbox, F. A. Lyons, and C. A. Stiles.

Prager Leather Corp. (195)

Colored shoe linings, sheep and lambs, skivers for bags and novelties, and assorted fancy sheep and goat.

In attendance: Joseph Prager, Jacob Prager, William H. Rhodes, J. C. Henley, Frank Brawley and Thomas A. O'Keefe, Jr.

Fred Rueping Leather Co. (121)

Kin Kin, Kankakee, Mohawk, Hiawatha, Tomahawk, Rue Buck, Pawnee, Nappo in all the standard fall colors.

In attendance: C. F. Van Pelt, W. H. Rueping, F. E. Rueping, Walter Schroeder, Alex Abig, R. J. Jensen, C. B. Floyd, F. E. Gould, F. J. Fitzpatrick, R. C. Lang, David Wilson, Leo C. Jagdfeld, Edward Sweeney, John C. Moerchen, Otto Abel and Raymond Frisque.

Seton Leather Co. (182)

Patent leather in all fall shades; white Zephyr Buck, Duderoo and Durona in all fall shades for men's and women's trade.

In attendance: Vogel H. Helms, Roy Frank, Gene Farrell, Joseph B. Aylor, Elmer H. Bartel, John E. Graham, Jerry Davis, David Murphy, J. J. Connor, Harry Steskel, Alex Cook, Joseph C. Kaltenbacher, Richard S. Kaltenbacher, Morton S. Stern and W. C. W. Smith.

Shrut and Asch Lea. Co. (194)

Black and colored kid suede, black and colored glazed kid and kid linings; also slipper kid.

In attendance: Mark Asch, George Shrut and James Landsburg.

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Sigma Leather Mfg. Corp. (67)

Gold and silver leather on all types of skins.

In attendance: Ludwig Hess, Henry Berkowitz, S. W. Simon, Karl Meyer.

S. W. Simon Leather Co. (68)

Suede kid in black, brown, navy and the new fall shades; Slipperkid in black and colors for men and women; Lining kid in four colors.

In attendance: Ludwig Hess, Walter Simon, Rudolph Reider and Henry Berkowitz.

Surpass Leather Co (61)

Black, blue, brown glazed kid; black suede kid; genuine black glazed kangaroo; pastel, beige and grey kid linings.

In attendance: H. H. Hegeler, Dan Hickey, R. A. Farley, C. L. Wagner, T. W. Smith, R. A. White, J. Leo Larkin, Lauriat Lane, DeForest Bush, Herbert E. Bohren and Chas. H. Loughrey.

Tan-Art Company, Inc. (86)

Suede kid in Promenade Brown, Cognac Brown, Admiral Blue, Parkway Green, Town Taupe, Slate Grey, black and white.

In attendance: See G. Levor & Co.

Albert Trostel & Sons Co. (38)

Will show Wapiti sides, Tuxedo sides, Zebu sides, Paratroop sides, Vegetable Antiquity sides, Garrison sides, Antiquity calf, Atasco calf, Nubian calf and Pochette calf.

In attendance: Albert O. Trostel Jr., Everett G. Smith, Robert W. Kasten, Thomas C. Kelley, H. V. Langmaid, Paul R. Wanvig, William D. Taylor, Gus E. Erickson, Theodore L. Tewksbury Jr., Leo H. Buse and Dwight M. Kennedy.

R. J. Widen Company (53)

Dudemoe ladies' handbag sides; Stratford and Avon wallet leathers in kips and sides; Norwich luggage leather in sides.

In attendance: Robert J. Widen, William Widen, Peter J. Widen, Thomas Hayes, Joseph E. Reich, and Kenneth Kepner.

Winslow Bros. & Smith Co. (65)

Full chrome linings in a complete range of colors including pastels, black and white; Vegetable linings to match chrome colors; sueded lambs both chrome and vegetable; white chrome outside leather both Playshoe and Baby shoe; Shearlings in electrified colors, chrome and vegetable natural finish and embossed. Garment suede lambs in popular colors.

In attendance: E. C. Martin, Arthur Foster, Roger Conant, Arthur Veitze, Bailey Baker, Joseph Cataldo, Earl Cookman, Ray Shaw, Neil Griffith, Chester Allen, Russel Stis and Richard Tobin.

Richard Young Co. (93)

Glazed black Kangaroo and glazed Texas Tan kangaroo; white suede kangaroo; white Jack Buckskin and White China Buckskin; Kips in Colors and black; the forgoing in men's and women's weights. Rychrosuede, smooth

cape lambskins and crushed cape lambskins, saddle aniline and calf finish lambskins, Rychrome lambskin and vegetable lambskin linings in new colors for fall, for women's shoe uppers and handbags.

In attendance: Joseph J. Gill, Fred A. Chilton, Richard Young, Harold V. Chipman, P. J. Cooney, Fred R. Cooney, O. B. Dahm, Nicholas J. Felten, Jerome K. Goebel, Raymond J. Larkin, John P. Monohan, Joseph R. Kueven, Alfred L. Purvere, Harold I. Stewart and Benton W. Stewart.

Ziegel, Eisman & Co. (180)

Genuine kangaroo in black glazed and suede, popular colors, and dull Yellow-back.

In attendance: Leo Goldsmith, Bernard Goldsmith, Frank Berry, Miss Barbara Perrigo, and Carl Gewitsch.

Buyers Pose . . .

(Continued from page 29)

shoe manufacturers tend to look beyond leather conditions and project their view into the basic commodity markets where leather prices are actually determined.

However, leather sellers at the Show will no doubt find themselves more pressed on price matters than in any other period since war's end. This too is obvious. The movement of most consumer prices and consumer goods is downward, by virtue of consumer pressure. The consumer pressure must be reflected back through the shoe retailer to shoe manufacturer to tanner. And it is at the Leather Show that such pressure is certain to jut a pugnacious chin in challenge.

Snakes: Beasts of Beauty . .

(Continued from page 36)

Calcutta, Bengal or Alligator lizard, in all heels, ideal for town wear. These pumps may have many variations: ankle straps, platforms, open or closed toes, low-cut vamps, etc.

Gay young shoes are particularly adaptable to the brilliant colors in Oriental lizards, can be combined with pale suede colors for a new interpretation of the Spectator.

Multicolor combinations of Cobra or Siam snake in dressy types will find popularity in footwear as well as in smart accessories. Demi-tone combinations of reptile and suede to create simple silhouettes have caught interest through subtle texture contrasts and color blendings.

In low or wedge heel shoes the Ampalgua and Boa contain natural

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texture and color markings ideal for these shoes which are extending out of the casual class. Karung snakes, Oriental lizards and Iguana lizards are particularly effective here.

Thus we find that though the snake may be low in stature it is high in fashion. Reptile leathers are rapidly gaining a year-round use in footwear fashions primarily because of their styling versatility—their potentialities of color and texture and natural markings, making them effectively adaptable for all-over or combination uses in the style picture.

*This article was prepared by the editors of *Leather And Shoes* with the aid of the editor of Rohm & Haas Reporter, and Mrs. Irene P. Sharlin of Fleming-Joffe, Inc., New York.

Styles . . .

(Continued from page 43)

all fashion analysts meet; that is, a common ground for analyzing fashions.

Can Fashion Be "Science"?

Many of the fashion-minded may shudder at this question. To make a "science" out of something as delicate and whimsical as fashion may sound like sheer presumption, heresy, impracticability. That used to be said of many of things, too. For example, who would deem it possible, years ago, to predict business cycles, agricultural cycles, public opinion attitudes, etc.? The very idea suggested something as scientifically disreputable as fortune-telling.

No one believes that now. "Scientific prediction" in many fields has grown respectable, and operations, policies and decisions are closely linked to these "forecasts" or trends. Why is it not possible to accomplish something similar with fashions? If it is possible, then why is it not tried?

Here is an opportunity to create a sounder base of security for fashion operations in the shoe and leather industry. The industry virtually "gambles" millions of dollars annually on fashion. By reducing the gamble the enormous potential savings accrued should inspire effort toward this end.

It is something to think about.

LEATHER and SHOES — March 5, 1949

ALLIED PRODUCTS SHOW EXHIBITORS

More than 60 shoe products manufacturers will present an impressive array of new developments, new products and processes at the 16th semi-annual Allied Shoe Products and Style Exhibit to be held at the Hotel Belmont-Plaza in New York City early in March. A greater emphasis on style in footwear for fall plus new fabrics, lasts, patterns, ornamentations, soling and other shoe products is expected to draw a record number of visitors to the event which begins on Sunday, March 6, and continues through Wednesday, March 9.

Company	Room
ABC Backing Corp.	1002
Ace Combining Co., Inc.	922
Acme Backing Corp.	1002
American Shoemaking	907
Advance Silk Co.	906
Armstrong Cork Co.	904
Barth Binding Co.	901
Bequie, N.	1005
Berk, Ben Fashions	1012-14
Boecker-Stuart Inc.	1023
Bowcraft Co., Inc.	912-914
Burg, A. S., Co. Inc.	1633-1634
Columbia Combining Corp.	1112
Davidson Rubber Co.	1024
Davis Box Toe Co. Inc.	923
Domestic Novelty Co.	1006
Einstein, J., Inc.	1033-34
Elfskin Corp.	1040
Felch-Anderson Co.	1003
Fells Mfg. Co.	1233-1234
Footcraft Novelty Works	1105-1122
French Beading & Novelty Co.	1127
Gabriel-Century Wood	
Heel Co.	1003
Gitterman & Co.	928
Golden Leatherboard Co.	1103
H & W Shoe Supplies	1026
Halev-Cate Co., Inc.	1102-1126
Holden & Quick Inc.	1021
Holland Mfg. Co.	925-926
House of Trimmings, Ltd.	1107
Jean Brock Styles	1028
Korex Coating Corp.	1117-1118
Lewis, Al, Shoe Supplies	927
Lowell Counter Co.	902
Lynn Innersole Co.	1233-1234
Middletown Rubber Corp.	1114
Monroe Machine Co.	924
Moore, Maynard H. Jr., Inc.	945-946
The Moore Shank Co.	902
National Backing Corp.	1007
Quimet Stay & Leather Co.	1104
Palatine Corp.	1138
Pine Hill Products Corp.	1025
Phillips-Premier Corp.	933-934
Raymik Shoe Fabric Co.	1022
Respro Inc.	1102
Riker Co.	938
Rockmore Co. Inc., The	1017-18
Rockmore, Chas. I., Inc.	1245-46
Ronci, F., Co. Inc.	1123
Rosemont Silk Co. Inc.	1038
Schiff, Lawrence Silk Mills, Inc.	917-918
Schiff Ribbon Corp.	917-918
Service Backing Corp.	901
Skinner, William & Sons	903
Sterling Last Corp.	1045-1046
Taylor, Thomas & Sons Inc.	1125



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Fullergript also solved a problem presented by the tubing around the edges of the panels. This tubing must, of course, go through the brushes, too. The brushes, therefore can not be set too close together nor be too dense. Yet the brushes must be spaced close enough so they can effectively clean the paste off both sides of the panels. Fullergript brushes do just this.

This adaptability of Fullergript brushes is attained by their construction — looped brush material covered and secured at the base by metal sheathing. The result is an all-brush strip, securely metal bound, that can be formed in innumerable shapes about a permanent core. Low cost replacements can be made with much less labor — because it is not necessary to dismantle the machine.

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Theise Bros. Co.	845-846
Thermco Products Corp.	916
Union Bay State Chemical Co.	902
United Last Co., Ltd.	1001
Vamos, Alfred, Inc.	1133-34
Venus Art Embroidery Co.	921

SPOT News

Connecticut

● S. Silver, Bridgeport dealer in leather goods, has filed a debtor petition under Chapter II of the U. S. Bankruptcy act in the U. S. District Court in New Haven. Assets were listed as \$33,713 and liabilities at \$76,160, of which \$73,000 is back taxes. Officials of the firm announced that debtor proceedings will be terminated after an adjustment with the government.

Massachusetts

● Merrihew & Co., Boston sole leather commission merchants, recently moved from 197 South St. to larger offices at 97 Tufts St. The firm, representing Geo. Laub's Sons, Buffalo, and Breithaupt Leather Co., Ltd., Canada, is owned and operated by Joseph A. Lunny.

● Dewey Rice Shoe Co., Boston wholesale company, recently moved from 76 to 109 Lincoln St. The firm is showing lines of women's shoes in job lots.

West Virginia

● Glyco Products Co., Inc., manufacturers of emulsifiers and stabilizers, has moved its Brooklyn manufacturing and research facilities to its main plant at Natrium.

Ohio

● Sidney Eisman has sold his interest in Charles Meis Shoe Mfg. Co., Lebanon, to Maurice Pleatman and sons, Ralph and Alfred. Eisman had headed the firm and will continue as chairman of the board. Maurice Pleatman is now president. Ralph is vice president, and Alfred is a director.

Tennessee

● Briggs McLeMore has been appointed sales manager of Barrett Shoe Co., a division of General Shoe Corp., Nashville. He succeeds Gilbert Jonas now director of consumer relations.

Shoes

The Heel Industry--Streamlining Needed

By Glenna Apteker

Sections of the wood heel industry operate with costly inefficiency—costly to wood heel men and shoe mfrs. alike. The cause? It's a two-headed problem that needs solving quickly as competition intensifies.

THE wood heel industry has been in the doldrums since the close of World War II. Wood heel manufacturers are deeply concerned that they are treated literally as the "heels of the shoe industry".

Most manufacturers of wood heels in New England, birthplace of the wood heel industry, feel that they are not fairly handled by the shoe manufacturers. They cite examples of financial losses due to the haphazard orders of shoe manufacturers. Their most substantial losses result from the dead lines, heels that were made to fill an order and were suddenly canceled.

The mechanized wood heel industry is only a little over a half-century old. This isn't considered ancient in New England, although a half-century of continued operation removes an industry or a business from the status of raw-beginner or the mere upstart class. There are no threats of any cessation in or among the wood heel industry ranks, but there are mutterings that somewhere in the sequence of getting wood heels out of a maple-tree and attached to a shoe, there is unnecessary waste, brought about by nothing less than a misunderstanding between wood heel men and some shoe manufacturers.

What is the basis of this chronic complaint? With whom does the blame lie? The responsibility for the existing unhappy situation is

evenly divided between manufacturers of wood heels and shoe manufacturers. Shoe manufacturers should rightly be concerned with the losses suffered by their suppliers. This loss is computed into the price of the finished wood heels, thus boosting the cost of materials, and eventually the price of the finished shoe.

Costly Operations

The first evidence pointing to waste, and apparently uncalled-for waste, is the frequency of utterly dead lines of heels usually left in the hands of the finisher. A surfeit of heels, ready for the furnace is a disturbing element in the trade. Why this clutter of dead lines, and why the over-production that caused the trouble?

It becomes increasingly evident that both wood heel finishers and shoe manufacturers are accountable for the frequent over-production of a given batch of turned heels. As all shoe men know, styles in heels are as capricious as all fashion is; in dealing with wood heels, one deals with a market that can often defy long-term prophecy. One fact is clear: as shoes change in silhouette, so do wood heels. The wood heel is a style factor as well as a utilitarian element in shoemaking. It does not seem equitable that the finisher should be left with unclaimed blocks.

The wood heel industry is using 50 million board feet of lumber yearly, a rather complicated, costly

venture, full of risks and pitfalls. Wood heels, made according to the specifications of the shoe manufacturer, must endure a long processing period before they are ready for attachment to the shoe.

Wood heel turners finance cuts in wood and buy the lumber from a wholesale dealer who has cut it to fit the needs of the wood heel industry. The requirements for wood heels are so unique that the National Hardwood Lumberman's Association has set up a special set of rules governing the grading of the stock. The lumber is taken from strands of timber which can afford cutting to give new growth light and room. No wide areas of maple are deforested for wood heel use.

Rock maple, the commonest material for wood heels, is high in moisture content and the trimmed logs and log sections must be dried in the open air for three or four months before they reach the kiln. They are kiln-dried for about 21 days, after which the planks are stripped and blocked by hand.

The heel blocks are turned according to specific measurements depending upon the last they are made for. If the heels are to be Cubans or Louis, the blocks are machined to produce a heel breast. Lathe-turning shapes the back of the heel and high-speed cutters make the heel contours. The desired height is achieved by trimming the top lift. The heel seat is then cupped out, the heels are num-

bered, and they receive their final sanding.

Complications

The heel turner produces upon the orders of the heel finisher. If there is to be a surplus of a particular heel, it is the finisher rather than the turner who suffers the loss. The optimum situation, then, is for a finisher to be his own turner, or to work together with a turner. The turner is able to turn more heels than the coverer can cover, and so he has a wider market for his product. In this way, he protects himself by having more than one customer for the same heel.

The case for the individual finisher and coverer is not hopeless, however. The success of his business depends almost entirely upon himself. The heel men who are most often stuck with dead lines are the ones who are anxious to supply their accounts that they order from the turner without due thought. These coverers, fearing that their service will not satisfy the shoe manufacturer, have inventory enough to supply him at a moment's notice. Little wonder that some shoe manufacturers are lackadaisical about ordering heels.

The coverer, as an individual participant in this sequence of affairs, is not entirely blameless whenever he finds his plant in possession of turned, sanded and unshipped—and at the same time, unsalable—wood heels. Has he gambled? Did he play a long shot, in the belief that the particular shapes he was ordering from the turner would be in demand for a longer time than the style actually existed? At times, the answer has been, and is, yes.

There are instances in which a shoe manufacturer waits until the last minute in getting a new line of shoes into production, before placing an order for wood heels with the finisher. Sometimes, within a few days the shoe manufacturer, fearing that the heels will be late in delivery and thus delay his own bottoming operations and finishings, thereupon decides he will be wise to protect himself with a duplicate order of heels, placed with another coverer. The result too often is that both batches of heels are ready almost simultaneously, and the shoemaker accepts only such portions of the orders as he can use. And there you have a lot of unused blocks, sometimes salable but more often not, in the finishers' hands.

It is interesting to note that the heel men who voiced the most grievous complaints against the shoe manufacturer were the men who had done the least to remedy the situation. These few have attempted no promotion of their product. When questioned as to the advisability of using wood heels on men's or children's shoes, they immediately considered it impossible. Yet other wood heel manufacturers report success in the use of wood heels on men's wedge type shoes and on children's casual footwear.

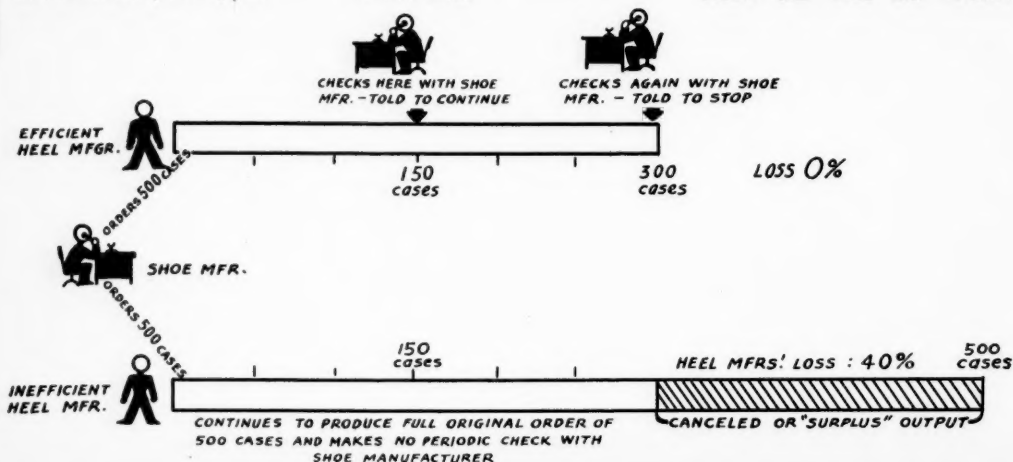
These men also stated that they never suggested new ideas in heels to shoe manufacturers. One wood heel man said that the shoe manufacturer is interested only in his own ideas or those of his buyers. However, other heel makers said that they often initiated heel styles, that shoe manufacturers were very receptive to new ideas.

The Heel Coverer

One heel coverer shows a loss of only \$1,500 in a period of eight years on dead lines, while another coverer reports a yearly loss of \$10,000 on dead lines. When the satisfied coverer receives an order from a shoe manufacturer for 500 cases of a particular heel, he confers with the account, asking about the orders on that shoe, asking if the shoe manufacturer's production will meet his orders on schedule. The coverer then orders about 150 cases of the heels and prepares them for the shoe manufacturer. While these are going through the covering process, he contacts the shoe manufacturer again, checking with him on the order, on the shoe production. If the case warrants, he orders another 150 cases of the heel. At this point he again checks with the shoe manufacturer. Perhaps the need for the other 200 cases will have diminished or disappeared completely. The coverer has protected himself against any great loss by constant personal contact with his customer.

The heel coverer has another means of self-preservation. He usually tries to have more than one account for the same heel. Should a cancellation come through from one account on this heel, he need not suffer much if any loss as he can use his stock for the other account. This is not always possible to effect due to the variations in lasts. Some wood heel men insist that it is impossible, but it is being done successfully.

"Of course," said the coverer, "heel men must take some risk. I believe that wood heel coverers



should exercise more caution. Even the people who supply me with materials keep checking with me to see if I need the amount of merchandise I originally ordered."

Another coverer summarized the situation by saying, "The wood heel men need a lesson in psychology. They could be much more enterprising and progressive than they are now."

Lucius F. Foster, associate director of the Wood Heel Manufacturers' Association, Inc., said, "Competition forces the wood heel men to anticipate the demands of the shoe manufacturer in order to give him better service than the next fellow does. It is a costly practice and the shoe manufacturers pay for it in the final analysis. The problem of dead lines is a very costly one. The solution may be for wood heel men to work closer to their customers. There must, however, be a cooperative effort on the part of the wood heel men. The industry is entitled to firm orders from the shoe manufacturer. Such a competitive business as the wood heel industry must receive the support of the shoe manufacturers to eliminate this ill."

A survey of wood heel finishers in New England conducted by the association shows that eleven wood heel men claimed a total loss of \$58,781 on dead lines in 1948.

Better Coordination Needed

The blame lies, then, not with all wood heel men, but with some of them. And the blame also lies, not with all shoe manufacturers, but with a few. Some shoe manufacturers cooperate with the realization that they are helping themselves by so doing. One shoe manufacturer stated that he always gave specific orders for heels, including the sizing he needed. He said that his supplier is notified in due time when he no longer needs a certain heel. But, he added, the heel man should be interested enough in his own business to keep in contact with the shoe manufacturer.

Another shoe manufacturer said that the wood heel men have as much responsibility in determining production as shoe manufacturers. He believes that the shoe manufacturers themselves don't know what the style of the season will be ahead of the time, so they are unable to be pinned down to certain heels. He thinks that wood heel men should keep a close watch of the industry so that they can follow the trend and determine their inventory ac-

UNIFORM

* see page 17

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cordingly. He added that he is willing to discuss the situation with his supplier and give him any information which will help him prepare his orders.

Not all shoe manufacturers are this cooperative, however. Some think that all they have to do is make a phone call saying that a particular heel will be "heavy" and to keep it running until he says to stop. This is the position that is detrimental to the wood heel man, and, in the long run, to the shoe manufacturers.

The shoe manufacturer need not order his heels before he has orders for his shoes. He should be in a position to judge the amount of heels he needs from his own orders. The shoe manufacturer who orders just to feel secure that the coverer will have his heels on hand is a hindrance to the industry.

Close to one hundred heel men turn and cover heels for an estimated 140 million pair of shoes each year. About eighty percent of women's footwear, excluding slippers and rubber footwear, uses wood heels. This percentage is great enough to cause concern with the problem throughout the shoe industry.

New Approaches Required

Maxwell Field, executive secretary of the New England Shoe and Leather Association, said, "The answer to the problem can't be for wood heel men to force their customers. If they persist in this attitude the individual shoe manufacturers will eventually operate their own heel plants or make agreements with one heel man to supply them completely. If wood heel men created heel styles instead of following trends, they would be in a better position in the industry."

The solution to the problem is obvious. Wood heel men who think that they should receive pre-seasonal orders that are specifically sized out and allotted are on the wrong track. Some wood heel men appreciate the value of cooperation among themselves. They will approach one another with requests for fill-ins, and in doing so, minimize each other's losses on dead inventory.

A strong united effort on the part of wood heel men would determine the question. Shoe manufacturers should be required to show consideration for wood heel men by ordering according to their needs. Such

(Continued on page 79)

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New Developments

Modern Edge Trimming Machine

The mechanical features of this modern edge-trimming machine are



the use of interchangeable Spindle Units or shafts and bearings, upper and lower. This means that when

either one of these units becomes worn, it may be replaced almost instantly with no tieup in production. This replacement requires no expert technical service; any factory maintenance man can make the change.

Other points in the machine need mention, such as no slow-down even with heavy work. And these high-speed machines are so vibrationless that even when not bolted to the floor, there appears no vibration. Under similar conditions, most prevailing edge trimmers will "walk."

The starter, motor, and endless belt offer the trade one of the finest and best in compact, long-wearing, and efficient Edge trimmers.

(Source: Fred Hawkes (H.V. Engineers) Ltd., Rushden, Northants, England.)

Gauge For Accurate Welting

Few operators place the welting needle in a common position. Despite the guidance of the channel guide gauge, the needle is adjusted inwardly or outwardly to suit the position of the looper or the adjustment of the take-up lever. This variation in needle setting has a twofold danger: inaccurate tension and danger of stranding though not visible to the naked eye; and a tendency to place the seam too high or too low. This partly explains why Goodyear Welts are

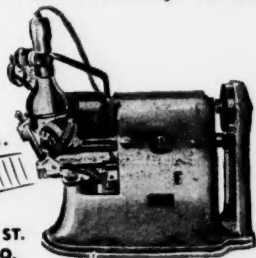


rarely made in pairs. This welting machine depends on a curved needle. This demonstrates that since a needle can travel only a specific distance and be down at the bottom of the insole rib, inaccurate setting of the needle can make for poor shoemaking, for which the edge trimmer bears the burden.

In use, this new needle gauge is used first by turning the welting

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* see page 17

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machine by hand until the needle motion has caused the needle to be at its limit outwards. It is in this position that the operator may raise the needle gauge and so set the needle barb as to just graze the nib on the gauge.

Thus with a channel guide set by its gauge, and the needle also set by its respective gauge, the next move is to adjust the tension and looper accordingly. This ends the juggling up and down of the looper to a guessed-at setting of the needle. And a production increase of at least thirty-six pairs a day is the result.

(Source: Pat. No. 2,456,634; United Shoe Mch. Corp., Boston, Mass.)

Goodyear Thread-Lasting Device

Figure 2 shows how a new device eliminates in a finished operation a substitute for the use of toe wire and tacks with which all quality Goodyear welts are lasted. This device suggests that wire and tacks are no longer needed in lasting the toes of Goodyear Welts.

The substitute for wire can be

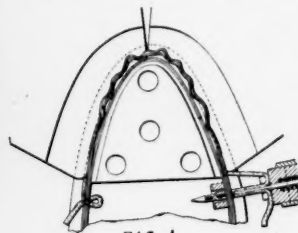


FIG. 1

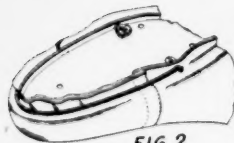


FIG. 2

made of rubber, plastic material, or some equivalent substance. The essential need is that the substitute for wire may be stretchy. Rubber is such that when it is stretched it becomes thinner, only becomes larger and thicker when contracted.

This is the basic idea that makes this new device practicable. This device, a part of which is shown in Figure 1, is hand-operated with as much freedom as was the hand tacker on the Bed Laster, except that this threading or thread-anchoring device first makes the hole as indicated at the left of the toe in Figure

1. And in sequence this device already threaded at the time of punching the hole, carries the rubber or plastic thread into and beyond the hole. Then the device by virtue of its construction, grooves in the sides and a release on the thread in the needle, the needle is retracted, leaving the contracted parts of the plastic on the inside hole of the insole. All this has the same effect as if the plastic thread had been tied there securely.

In order to pull this plastic thread tautly, the operator causes the wipers to retract for a moment; but immediately after the thread has been so drawn around the toe and is in readiness again to be attached to another opposing hole, the wipers lock over the thread and so hold it securely until the hand unit makes its last stitch.

This may be used in conjunction with any suitable lasting machine. (Source: Pat. No. 2,455,467; United Shoe Mch. Corp., Boston, Mass.)

Simplified Cement Lasting Machine

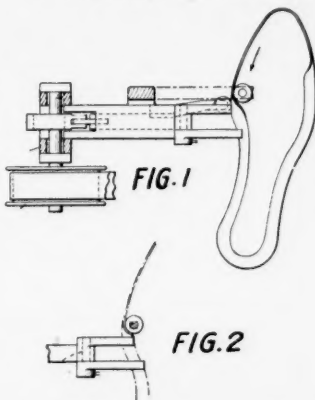
The simplified cement lasting machine illustrated in Figure 1 places it within a versatile field, either California wrapper lasting or cement lasting of sprung or pre-molded uppers, oftentimes called flat lasting.

The construction of this machine shown presents no need for a heavy updraw so necessary in conventional lasting machines. Figure 1 shows the machine in action on a shoe with a before-and-after effect. The shoe just emerging from the shank has been lasted, and the upper or wrapper material is being guided between an inner roll and an oscillating lasting hammer, after which a flattening hammer, spring controlled, pounds down the lasted upper.

Figure 2 gives a good picture of

the attachment on this machine that so ingeniously compensates for the usual elaborate lasting mechanism, to say nothing of low cost and ease of operating.

In the growing trend towards pre-



shaping of uppers, simplified and dry box toes, flat lasting, and low cost production, the machine offers several possibilities.

(Source: Pat. No. 2,438,918. Jacob S. Kambourian, International Shoe Mch. Corp., Kendall Square, Cambridge, Mass.)

Air Press In Shoemaking

The technical features are simple and few, and may be summed up in a few words as, the press comprises a pressure gauge, a pressure regulator, a timing valve, a safety valve, and a three-stop heating arrangement. The high efficiency of this simple press is such to exert a force approximately nineteen times greater than the air line pressure.

One of these presses is fitted for molding one-piece or imitation moccasin vamps. Obviously the three-

step heating arrangement fits into this kind of work. For example, some of the cutout machines used for this same work do have heated dies but no way of regulating that heat save pulling of the plug. This three-step heating arrangement offers a real solution to the shoemaker's problem when the machine is not immediately in use but will be intermittently. So to reduce the heat is like keeping the pot simmering, ready for use by full application of heat.

No vibration or noise in this press; no machinery to wear out or to be adjusted; none of the weight with which most cutout machines are encumbered, no fly wheel, no motor required, all with little or no maintenance cost, as air pressure is available now in nearly all plants.

The quality of work turned out by this press is excellent. This applies to imitation moccasin vamps requiring hitherto the very best of powerful cutout machines.

(Source: Bata Engineering, Batawa, Ontario, Canada.)

Heels . . .

(Continued from page 76)

a system throughout the industry can easily be devised through the Wood Heel Manufacturers' Association, Inc.

The greatest responsibility lies entirely with the wood heel men themselves. It is up to them to show enough initiative to keep in close contact with their personal business accounts and with the industry in general. It is their task to promote wood heels to wider usage and it is their job to give to wood heel industry the public relations it so badly needs. The wood heel men must educate both the shoe manufacturers and the heel industry itself to the problems of manufacturing and supplying wood heels.

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Leather MARKETS

Buyers wait out market. Most prices soft. Very little leather owed against future delivery orders. Tanners wonder if mocasin leather on wane, what will take its place. Shoe manufacturers and retailers wonder too.

New York Markets

Business continues slow as buyers still resist side leather prices in view of the rawstock markets and the pressure on the shoe manufacturers for cheaper shoes. When buyers do come in they ask for immediate shipment as they appear to be waiting until the last minute in getting out their Easer shoes. Another factor contributing to the present slowness is the Leather Show being held next week. Most traders appear to want to get the pulse of the industry at the Show before going ahead. In the past, experience has been that not much business was done at the Show but both buyers and sellers were able to get the feel of the market. Prices remain more or less unchanged with large spread corrected grain listed 46-47c and down, extremes 48-50c and down and kips 56-57c and down. Lower prices have been reported but one would have to look at the leather before deciding whether it was cheaper or not. It is true that list prices are a bargaining point and that buyers and sellers get

together on the actual sales price from there.

Slowness is the rule in calf also and when buyers are in they demand immediate shipment. Suede remains the most wanted leather. Price lists continue about unchanged but price resistance has resulted in bargaining between buyers and sellers at less money depending upon footage wanted, etc., according to reports. Suede calfskin runs on the good tannages \$1.20-\$1.10-90c and on the smooth women's weight calfskin \$1.05-95c-85c. Some of the lower grades are said ranging from 90c down to 70c. Even less has been reported in certain quarters.

This sole leather market is still mixed with all sorts of prices heard. One large tanner says that it is anybody's guess what the market is today. As a result business is slow and awaits clarification of prices before volume selling can go ahead again. Tannery run bends are figured in a nominal fashion from 65-66c, single shoulders heads on about 47c and the heads off 3c higher. Steer bellies about 37c and cow bellies around 2c less.

Sole Leather

Boston tanners report another quiet week. Prices best described as nominal. Light bends bring up to about 65c in small sales, many bring less. Medium bends bring about same price. Heavies usually a cent more. Though demand still favors heavy weights,

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
CALF (Men's HM)	95-1.10	95-1.10	95-1.10	1.30-1.48
CALF (Women's)	85-1.05	90-1.10	90-1.05	1.40-1.48
CALF SUEDE	1.00-1.25	1.05-1.30	1.00-1.30	1.45-1.90
KID (Black Glazed)	55-80	55-80	65-85	70-90
KID SUEDE	50-75	50-75	65-82	70-90
PATENT (Extreme)	51-60	56-66	45-58	76-82
SHEEP (Russet Linings)	18-20	18-20	19-23	23-25
KIPS (Corrected)	52-57	54-60	55-61	70-75
EXTREMES (Corrected)	45-60	48-53	50-53	60-65
WORK ELK (Corrected)	44-50	52-56	48-52	56-60
SOLE (Light Bends)	62-66	68-70	75-80	90-95
BELLIES	34-37	36-39	37-39	44-47
SHOULDERS (Dble. Rgh.)	55-57	58-60	67-69	77-80
SPLITS (Lt. Suede)	38-44	38-42	39-41	41-45
SPLITS (Finished Linings)	21-23	22-24	21-23	27
SPLITS (Gussets)	18-19	19-20	18-20	21-22
WELTING (1/2 x 1/8)	8 1/2	8 1/2	10-10 1/2	11-11 1/2
LIGHT NATIVE COWS	24 1/2-25	28-28 1/2	24 1/2	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.

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7' Hydraulic Fleshing Machine, for sides and kips

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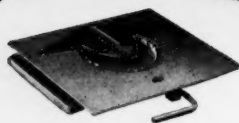
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BOSTON - Merchant Leathers
PHILADELPHIA - Schoenberg
Leather Co.

these, too, find few sales. Tanners still find solace in report that substitutes find few new orders. More philosophic salesmen argue that today's dearth of orders will lead to sudden and larger business later.

Prices in the Midwest were reduced 2c across the board. The reduction, according to tanners, reflect the uncertainty and the general weakness in the cattle hide market. Business is slow, with no particular demand noted on any one certain selection. The new price quoted on heavy, medium and light bends is 66c, and, in some instances, even lower. Finders' bends, 9 to 11 iron, are priced at 83, 76 to 67c, and 87, 80, and 71c on 11 irons and up. Women's finders bends are newly quoted at 81c. Chrome selections were likewise lowered 2c. Chrome-tanned No. 3 grade is now quoted at 71 to 73c, No. 2 at 81 to 82c and No. 1 from 82 to 85c.

Philadelphia tanners report a fair market on findings at new prices. Repairmen are buying for replacements in nearly all weights. Factory bends continue slow. Spring shoe business has been covered and tanners feel that shoe manufacturers are waiting for lower prices before placing order for large quantities of bottom stock.

Sole Leather Offal

Boston offal dealers quiet. Prices difficult to define but definitely softer. Best steer bellies quoted at 36 and 38c but we hear of no sales above 37c and few at that figure. Cows usually 33c and 35c, some quoted at 36c. Single shoulders, best lights, bring up to about 46c. Other weights bring less; many tannages considerably less. We hear of sales below 40c because of trim, tannage, raw stock used, etc. Double rough shoulders still carry wide range of prices. Carefully selected leather for specialty purposes brings prices in lower 60s. Regular run leather usually priced at around 57c; some lower. Heads quiet with 16 to 17c asked.

Cut Stock

Despite lower prices in closely related leather markets, Midwestern cutters report no revisions. The market has turned unusually quiet, even demand for heavy weights, which has been heretofore reported as good, has fallen off. Prices, on 8 to 10 irons, on men's fine grades, 65, 68, 74, 79 and 85c; semi-fines 62, 65, 71, 75 and 80c, and No. 1 scratch 58, 61, 65, 67 and 73c. In the women's 6 to 8 irons, Fine grades are priced at 44 to 45c, semi-fines from 41 to 43c, and No. 1 scratch from 37 to 40c, depending upon the iron.

Welting

New welting orders small, say Boston makers. Regular Goodyear stock, 1/2 x 1/2 inches, quoted at 8 1/2c. Buyers want to pay less but makers point to shoulder prices as still calling for 9 to 9 1/2c welting. Specialty welting not so active. Synthetic welting gets fair play from lower priced lines, particularly in stitchdown and pre-welt field. McKay synthetic welting does fairly well.

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LEATHER & SHOES**

Calf Leathers

Boston tanners ship against old orders, find fewer new ones. Women's weights, so frantically active up to few weeks ago, feel buyer caution. Small skins quoted at \$1.05 and down. Regular run leather brings \$1.00 and down for best lines, about 90c and down for others. Between 60 and 75c accounts for most sales. Men's calf very quiet. Top quotation about \$1.10 but few sales at that figure. Medium and lower grades very quiet. Calf suede orders hesitate just when most expected better action. Heavy suede for men's and unlined women's shoes sells fairly well.

Kid Leathers

The Philadelphia kid market was quiet. Tanners are looking for some business after the spring shows.

White suede bookings were reported but volume is still not great and those tanneries which are producing on a regular quota are working with an eye to future demand. There are several tanners who are only making enough white to cover orders on hand.

Black suede dropped off in the most expensive grades, according to one source who finds medium grades more desirable because of price.

More colored suede will be offered this year. A number of local tanneries will show new color lines, particularly in suede finishes. Blue, reds in darker shades, a little green and browns are ready for marketing by houses that have been sticking pretty close to black in the past few years. It is generally believed that brown is sure to be in wider use for fall shoes.

Slipper kid is moving along well in colors. Tanners would like to get more suitable large skins in order to increase production.

Linings are selling fairly well in light shades and some darker colors for new fall shoes.

Prices are very firm and, because the goatskin market continues high, tanners do not anticipate a weakening. Only an accumulation on any particular line is offered below listings.

Glazed in black is not satisfactory. Top grades find plenty of customers. Medium grades are in fair demand but there is not much activity in the cheap lines.

Patent Leather

Boston tanners report fair sampling but few orders. Why the lowest priced high style leather stands so neglected causes wonder at this time when buyers howl for lower priced shoes. Patent prices are best described as nominal this week. Even stitchdown manufacturers interested in but small quantities.

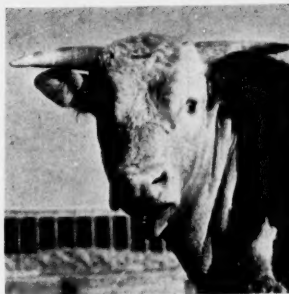
Sheep Leathers

Boston tanners read of prices paid for New Zealand sheep by European tanners, wonder about ramifications of international finance and politics; wonder, too, how they can meet demands for lower priced leather. General business described as fair in linings, poor in everything else. Best russets for boot linings bring up to 22c. Other

Picture of a Fellow about to Lose His Shirt

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boot lining stock at 20c. Best interest in shoe lining russets at between 12 and 16c. Colored vegetable linings bring 22c for top grades. Chrome linings quoted at 30c and down, sell best at around 26c.

Side Leathers

Boston tanners add up sales for past ten days and find too little. Even heretofore active moccasin leather quiet. Best aniline type moccasin stock in heavy weights brings up to 58c for extremes. Some tannages bring less. In light weight leather of regular finish there is wide variety of prices. High colors bring up to about 51c for corrected extremes. Regular shades sell at 50c and down for best tannages. Corrected kips quoted at 57c and down, usually sell for less. Full grain work shoe elk slower in demand brings about 52c for best. Corrected elk brings about 48c and down. White sales fair with most.

Splits

Suede splits still most active type in Boston market. More activity would be welcomed. Up to 44c asked for one line, up to 42c for others. In heavy weights one tanner asks 47c. Many sales made at less because of tannage, trim, etc. Lining splits quiet. Garment very quiet. Work shoe sales slow up with up to 29c asked. Retan sole splits find moderate sales with 30 to 40c asked.

Belting Leathers

The belting leather market was only fair. Uncertainty in the hide market is one of the reasons advanced for the present lack of activity, especially in rough bend butts.

Customers are waiting to see where prices level off before placing new orders. It is also observed that the sale of belting leather is not good throughout the country.

Rough double shouldered are doing so well in specialty lines and welting weights are even less active. Bellies and heads are in good demand. Tanners keep the price to favor the buyer.

Curriers were experiencing only a less than fair amount of new business. All sources look for definite improvement within the next month.

Glove Leathers

The sale of pickled skins at the New Zealand auctions last week put a damper on those who were expecting lower prices for raw stock. Prices held up surprisingly well. Since most of the buying was for foreign accounts it would indicate that Europe is still hungry for leather and that markets on other types of rawstock will be equally well supported.

The demand for leather in this market is at a very low ebb. Some forward buying is coming in Fulton County but not enough to encourage manufacturers to go ahead. Jobbers are placing token orders and the retail trade is playing "hard to get".

It is reported that English doeskins have been offered at 5c below last published prices. This brings the price

of a good grade of English doeskins down to 30c per foot. The white season has been disappointing but it is hard to reconcile this price with the price of pickled skins at the last auction.

Bag, Case and Strap

Again this week, bag, case and strap leather tanners report no change in quotations. Although the general market is described as not very active, demand is still fairly good for the top grade material only.

Harness Leathers

A slight change took place during the past week. Top grade (A grade) was upped 1c to the 75c figure. Other grades are unchanged at 72c for B, 69c on C and 66c on D grade. Backs are said to be 11c per lb. additional.

TANNING Materials

Market Quiet

The raw material market remains unchanged at the beginning of this new month—very quiet, and tanning extracts continue at recently established prices. Liquid Quebracho is quoted at 9c per pound in barrels and ordinary solid continues at 10 23/32c per pound. Tanners who had large inventories but who were required to reduce operations, are not eager to make buying commitments.

Ample stocks of fish oils are in suppliers' hands and there seems to be no inclination to cut prices further because of close margin existing between cost and selling prices. There is no anticipated drop in fish oils until next fishing season which starts about July. Tanners are buying hand to mouth as material is needed.

Raw Tanning Materials

Divi divi, shipment, bags.....	\$68.00-78.00
Wattle bark, ton.....	\$80.00-83.00
Sumac, 28% leaf.....	\$75.00
30% leaf.....	\$80.00
Myrobalana, J. Is, \$60.00.....	
J. 2s.....	\$50.00
Valonia Cups, 30-32% guaranteed.....	\$69.00

Tanning Extracts

Chestnut extract, clarified, 25% tannin, tks.....	lb. .039
Bbls., l.c.l., .046; c.l.....	lb. .046
Powdered, bags, c.l.....	.11
Gambier Extract, 25% tannin, bbls.....	.09 1/2 .12
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks.....	.0525
Bbls., c.l. and l.c.l.....	.0675
Quebracho extract	
Solid, ord., basis 63% tannin, c.l., plus duty.....	.10 23/32
Solid, clar., basis 64% tannin, c.l.....	.11 13/32
Liquid, basis 35% tannin, bbls.....	.09
Ground extract.....	.17 1/2
Powdered super spruce, bags, c.l., .05 1/4; l.c.l.....	.05 1/2
Spruce extract, lb. bbls., c.l.....	.02 1/2 .01 1/4
l.c.l., 63 1/4; tks.....	.01 1/4
Oak bark extract, 25% tannin, lb. tks., 6 1/2-6 3/4; bbls.....	.06 1/4
Wattle bark extract, solid.....	.09-.09 1/2

Tanners' Oils

Cod oil, Nfld., tank cars.....	\$150-155
Castor oil No. 1 C.P. drs. l.c.l.....	.23
Sulphonated castor oil.....	.19
Cod, sulphonated, pure 25% moisture.....	.18

March 5, 1949 — LEATHER and SHOES



Exclusive Tanners of

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OLCOTROP Shark

CARIBBEAN Shark

EASTERN Shark

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For The Famous
Shark Tip Shoes

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Time-Tested

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HELP YOU MAKE BETTER
LEATHERS AT LOWER COST"

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SPONGING AND
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AND LIME
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Cod, sulphonated, 25% added mineral....	.15
Cod, sulphonated, 50% added mineral....	.11
Lined, raw tks., drums, c. l., and	
l.c.l.	340-369
Neatafoot, 20" C.T. ....	.38
Neatafoot, 30" C.T. ....	.36
Neatafoot, 40" C.T. ....	.32
Neatafoot, extra drums ....	.370
Neatafoot, No. 1, drums ....	.260
Neatafoot, sulphonated ....	.22
Olive, dom. denatured, bbls., gal.	4.00-4.25
Waterless Moellon ....	.20
Moellon, 20% water ....	.19
Moellon, 25% water ....	.18
Artificial Moellon, 25% moisture ....	.17
Common degreas	10-12
Neutral degreas	16-18
Sulphonated tallow, 75% ....	.15
Sulphonated tallow, 50% ....	.12
Sponging compound ....	.13
Split oil ....	.14
Sulphonated sperm, 25% water ....	.23



Massachusetts

● Harry A. Bass, vice president of Kleven Shoe Co., Spencer, has succeeded Max Weinstock as general manager. Weinstock recently resigned as secretary and general manager to become general superintendent of H. O. Rondeau Shoe Co., Farmington, N. H.

● Sam Kessler is now supervisor of quality standards at Radcliffe Shoe, Inc., Brockton. Kessler was formerly supervisor for Frosh Shoe Co., Inc., Lynn, and the Schwartz & Benjamin, Inc., factory in Lynn.

● Davidson Rubber Co., Charlestown, has announced a new name, "CUSH-N-FIT", for its sponge rubber products, including heel pads, metatarsal pads, arch pads, cookies, sheets and others.

● Ware Shoe Co. and Ware Machine Works, Ware, are plaintiffs in two civil actions totaling \$155,000 against Ware Industries, Inc., and the Grise Bag Co. The actions are aftermaths of the heavy fire that swept several buildings in the Industries' yard in 1944.

● Parkhill Shoes, Fitchburg, has appointed James A. Clark, formerly owner of Clark's Shoes in Toronto, as sales representative in Canada. E. M. Allison, former Texas retailer, is now covering Arkansas, Kansas, Missouri and Oklahoma for the firm.

● Ed Bradley, sales representative for Consolidated Footwear Corp., Malone, has taken on the line of Good-Will Slipper Co., Brooklyn. He is showing the firm's complete line of Norzon and fabric play shoes, retailing at \$1.95 and \$2.95, at his office at 111 Lincoln St.

● Laconia Shoe Co., Laconia, is adding 4000 ft. of floor space to its factory and intends to increase its force

by some 50 men and women shoe workers. The firm now employs 170 workers.

● Sundial Shoe Co., Manchester, has installed a new line of play shoes to retail at \$4.45. The shoes are slip lasted, have a medium high wedge heel, and come in four styles: sandal, ankle strap, sling back and tie. The firm is also making a new line of men's crepe soled welts to retail at \$8.95. The welting itself is crepe and the sole is a wrap around with uppers in suede and smooth leathers.

● John W. Thornton has been named sales representative for Holly Shoe Co., Littleton. Formerly a salesman for John A. Frye Shoe Co., Marlboro, Mass., Thornton will cover New England, New York State and Pennsylvania for the firm.

● Luther Hitchings is now quality man and salesman for the National Shoe and Leather Co., Epping. Hitchings who formerly operated the Hitchings Shoe Co., Lynn, Mass., will handle the firm's arch-type shoes for women.

● Cortell Shoe Co., Manchester, is making a new line of Madagascar straw shoes for women's summer wear. The shoes are sandal type wedges bound in contrasting colors and retailing for about \$3. The firm has also installed a new line of embroidered fabric and straw casuals for women with the former retailing at \$2.98 and the latter at \$3.98.

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Tanning the finest in

GLAZED BLACK KANGAROO
GLAZED COLORED KANGAROO
CAPE LAMBSKINS
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RYCHROME LAMBSKIN LININGS
LAMBSKINS IN OTHER
FINISHES FOR MANY PURPOSES
WHITE JACK BUCK
WHITE CHINA BUCK
WHITE SUEDE KANGAROO

New York

● Arthur E. Stoddard has been elected president and a director of the Union Pacific Railroad Co., succeeding George F. Ashby who has retired. Stoddard has been with the company since 1916 and was formerly general manager and vice president.

● Lincoln W. Wolfson, formerly buyer for Karls Shoe Stores, Ltd., California, has been named buyer and sales manager for Kirsch Blacher Co., Inc., New York exporters and wholesale distributors.

● John E. Schaefer, president of Hans Rees' Sons, New York tanner, has been appointed to serve as honorary vice president on a committee of industrial leaders which will promote 1949 National Sunday School Week, April 11-17.

Maine

● Genart Shoe Corp. of New York (Beckerman Shoe Co., Auburn) has purchased the Cluff residence in Auburn. Purchase price is reported at \$10,000.

California

● Ralph Dickinson has been named treasurer of Cobblers, Inc., Los Angeles. A member of the firm for several years, Dickinson succeeds the late Philip Braun, father of Walter Braun who is president of the company.

District of Columbia

● U. S. exports of rubber footwear, soles and heels for 1948 were \$1,866,572 less than in 1947, the Census Bureau reports. The 1948 total was \$4,958,113, and for Dec. alone, it was \$504,510.

Washington, D. C.

● A bill to reduce or eliminate various excise taxes including those on luggage has been filed in the House by Rep. Reed of New York. The bill proposes to eliminate entirely the tax on ladies' handbags, pocketbooks, billfolds and key cases on the grounds that they are necessities rather than luxuries. It also asks that the tax on luggage be reduced from 20 to 15 percent.

● Exclusive of losses due to recent storms, the total number of cattle and calves on all American ranches and farms now stands at 78,495,000, according to the Bureau of Agricultural Economics. This was a gain of 5 percent during 1948 and also the first break in the downtrend which began in 1945. Preliminary estimates of cattle losses since the first of the year are as follows: Nebraska, 46,000; South Dakota, 16,000; Wyoming, 16,000; Colorado, 3,000. Total losses: 81,000.

Missouri

● Morris Pearlmuter, formerly head of the creative department of Olan Advertising Co., St. Louis, has been named director of advertising and promotion by Edison Bros. Stores, Inc., St. Louis. During the war, Pearlmuter directed Red Cross operations in Norway.

Illinois

● Florsheim Shoe Co. is reported to have reduced prices on many men's shoe styles another \$1 as a follow-up of a 50-cent reduction of wholesale prices instituted at the National Shoe Fair last Oct. Unconfirmed reports indicate a \$1 to \$2 reduction on wholesale prices of women's styles delivered after Jan. 1.

Canada

● The Quebec Province Shoe Manufacturers Assn. will hold its 4th Annual General Meeting on March 22 at the Mount Royal Hotel, Montreal.

Texas

● The Southwestern Shoe Travelers Assn., Dallas, celebrated its 36th anniversary last month. The association announced that applications for display rooms at the Fall Showing, May 8-11 at Dallas have been mailed and rooms will be assigned March 31.

● Samuel Emmett is now covering Texas for Stein-Sulkis Shoe Co., Haverhill, Mass.

DEATHS

Mrs. Lulu Hutchinson

... 64, wife of Stanley F. Hutchinson, senior partner of the Hutchinson Brothers Leather Co., Cincinnati, Ohio, athletic goods manufacturers, died Feb. 15 in Miami, Fla., where she had been vacationing with her husband. The couple left Cincinnati Feb. 11.

Mrs. Hutchinson was a member of Bona Court, Ladies Oriental Shrine. Besides her husband, she leaves two daughters, her mother, a brother, two sisters and two grandchildren.

Max Korchmar

... 59, former president of the Leather Specialty Co., Cincinnati, Ohio, died Feb. 15 in Miami, Fla., where he had been vacationing. He retired from business a year ago because of illness. He was a member of the Hyde Park Lodge of Masons. Mr. Korchmar leaves his widow, Mrs. Ethel M. Korchmar, two sons, a daughter, two sisters and a granddaughter.

Leon C. Jones

... president and general manager of the Jones Pattern Company, shoe stylists and pattern manufacturers, died Feb. 19, in Toronto, Ont., Canada.

Eric Burkman

... 56, secretary of the United States Rubber Co., died Feb. 26 of coronary thrombosis while on vacation in St. Thomas, Virgin Islands. A resident of New York City, he joined U. S. Rubber in 1919 and became secretary 10 years later. He was secretary of the finance and executive committees and a secretary or director of most of the company's subsidiaries.

Survivors include his wife Ethel; two daughters, Mrs. Victor Rafalvy and Mrs. William F. Burke, Jr.; and a son, Charles H. Burkman.

John Davis

... 72, former member of the board of directors of G. R. Kinney Co., New York shoe chain, until his retirement five years ago, died recently in Waban, Mass. He leaves his wife, three daughters and two sons.

LEATHER

YESTERDAY—TODAY—ALWAYS!

DERMABATE

COMPOUNDS AND LIQUID EXTRACTS AMERICAN EXTRACT CO. PORT ALLEGANY, PA.

LABOR NEWS

Reporting on current wage developments, the Bureau of Labor Statistics found recent negotiations between the United Shoe Workers of America, CIO, and some 70 Massachusetts shoe manufacturers as one of the "major wage actions" of the past few weeks. Negotiations resulted in continuation of the 1948 contract.

Other developments listed by the bureau were recent three-cent hourly wage reductions instituted in 50 plants of International Shoe Co., St.

Louis, and negotiations between Greenebaum Tanning Co. and the International Fur and Leather Workers Union, CIO, which resulted in a 10-cent hourly increase to 1700 workers in four Milwaukee and Chicago plants.

The National Labor Relations Board has decreed that under the Labor Management Relations Act, a union is responsible for strike violence directed or incited by that union. The board found the United Furniture

Workers of America, CIO, and its Salem, Ind., Local No. 309 violated the act by strike activities at the Smith Manufacturing Co. of Salem.

Both unions and ten union officials were ordered to cease restraining or coercing employees of the Smith Co.

The National Labor Relations Board has ordered that votes polled in the shoe bargaining agent election to be held in Brockton, Mass., on March 16, will be counted in the city's Commercial Club. The board had previously ruled that the vote be counted in the offices of the Associated Shoe Industries, Inc., manufacturers' association, but the United Shoe Workers of America, CIO, had protested the decision.

A group of 35 striking workers of the Virginia Oaks Tannery, Luray, Va., had their placards confiscated last week when they paraded in Washington, D. C. in opposition to the Taft-Hartley Act. The group, however, presented two petitions to the Senate Labor Committee asking for repeal of the Act and reinstatement of the Wagner Act with a 75-cents minimum wage.

The petitions stated that they had been approved by the membership of the International Fur & Leather Workers Union, IFO, Local 265, which has been on strike for nearly 40 weeks.

The Ohio Leather Co., Girard, O., has been informed by Leather Workers Union, Local 29, that it wishes to modify and amend the present contract. A 60-day notice was required before April 23.

According to George Ritter, union secretary, the union is demanding a wage increase, increased vacation, health and old age benefits.

Massachusetts manufacturers who lay off 100 or more employees will be investigated by a special state commission if a resolution now before the state legislature is passed. The commission would ascertain causes of the lay-offs and judge if they were due to unlawful acts by employers. The Associated Industries of Mass. claims that the proposal is an attempt to dictate to manufacturers and interferes with their right to conduct their own business.

A dispute over production methods has resulted in a complete shutdown of operations at the Merchant's Rubber Co., Kitchener, Ontario. The firm employs 800 workers.

Alfred Mustin of Toronto, field representative of Local 67, United Rubber, Cork, Linoleum and Plastics Workers of America, CIO, said the dispute involved production of a certain type of footwear. The work stoppage began on Feb. 17 when 150 workers refused to make boots by a new method. After the boot room shut down, others followed suit in short order.

F. G. Meunier, factory manager, contends that the action contravenes an agreement with the union providing that all new standards and changes of standards will be given a three-week trial.

a 1 Coat

Plastic Finish

FOR SPLITS

Made especially to give that highly desirable side leather appearance and feel.

FOR GLOVE AND GARMENT LEATHERS

A finish that assures you extra flexibility and needed waterproof qualities.

EASY TO HANDLE — ECONOMICAL TO USE

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19 Central St.

Peabody, Mass.

Plásticos y otros acabados modernos por cueros especialmente preparados por exportación.

Something New! Something Different!

"APEX VELVETEEN No. 5600"

- Combination binder and top finish.
- Glazes and plates (up to 200 deg. F without sticking or streaking) with a very bright luster.
- Imparts a velvety feel.
- Preserves the break.
- Makes color smutproof; also waterproof.
- Can be used with pigments and aniline dyes.
- Velveteen is water soluble.
- Applicable to vegetable and chrome tanned leathers.



APEX Chemical Co., Inc.

Estab. 1900
225 West 34th Street
New York 1, N. Y.

HIDES and SKINS

Downward tendency in a rather quiet market. Break in futures reflected in spot hides. Calfskins higher on choice skins. Country and small packer markets quiet.

Packer Hides

A quiet market in the packer hide trade this week. There were flutterings of trading, but nothing established definitely. Falling futures prices caused a decline of substantial amount in the ideas of tanners, with packers sitting tight waiting for someone else to establish the market.

For the time being, the market is nominal at the last prices. Cows are holding up well in the light selections and in light grubbing heavy cows. Branded cows and the heavy grubbing heavy cows are still much on the easy side, with possibilities of lower levels.

Steers are unchanged. Native steers lower on the heavier end, but light selections are in a good position as demand continues to hold well for light hides for upper leather.

Branded steers are easy, however, on both light and heavy lots. Packers are not interested in selling branded steers, or other tenderable hides for that matter, to exchange traders. However, there have been some gone recently.

The sole tanners situation is not good.

Ideas are lower with them, and they apparently are finding their means very restricted.

Small Packer Hides

Although values in the big packer market were not definitely established at lower levels, buyers of small packer hides felt as though that was bound to happen. With this in mind, tanners were not inclined to do much in the way of trading, and were of the opinion that prices were anywhere from 1 to 1½c lower.

Pricewise, the market is hard to define. Buyers and sellers ideas are widely spread, and tanners are thinking lower. Trading is almost at a standstill in this market as offerings of hides are largely heavier average which are not generally acceptable.

Quotations are figured in a broad range

of 17 to 20c selected although it is figured that some lots might bring around 21c selected if they are exceptionally good hides, perhaps slightly more if they have more than one premium factor. Light hides are wanted, packs with a large percentage of steers also, and better quality take-off as well. Averages around 48/50 lbs. are figured nominally 17½ to 18c selected, depending upon quality and weights. Offering prices are up in higher brackets, usually around 19 and 20c. Hides averaging over 52 to 53 lbs. are figured around 17 to 17½c selected. Lots in averages around 40 to 48 lbs. run a broad range of 17½ to 19c selected, according to quality.

Packer Calfskins

Packer calfskins are quiet. Last business, which developed late last week, established the packer market on a basis of 57½c for Northern production in initial trading, and later at higher money in subsequent business. The latter business, however, was hard to define as it was on the new trim basis. Furthermore, the skins were from a picked point, St. Paul, and were all heavies, which are

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Mar. 1	Close Feb. 23	High For Week	Low For Week	Net Change
March	20.25	22.01	22.10	19.65	-176
June	19.75	20.75B	20.85	19.35	-100
September	19.25B	20.05B	20.09	18.99	-80
December	18.85B	19.60B	19.00	18.65	-75

Total sales, 355.



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SOLID—ORDINARY

"LUNA"
Brand
COLD WATER SOLUBLE

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in best demand. It was figured that this sale would be about on a par with a 61½¢ untrimmed market, with some of the premiums due to the fact that these skins were all picked point, selected weight, and trimmed. The other skins sold were all lights. Generally, the trade figured that the market is at least 57½¢ for Northern skins, with a possibility that the heavy skins will bring a premium of 2½¢ which will put the market on a two level basis.

Quotations, on this new established basis, can be figured at 60¢ for Northern heavies, and 57½¢ for Northern lights. Riverpoint skins have been quiet, and are nominally quoted at 52½¢ for allweights. Small packer allweights are quiet and nominally quoted at 45¢.

New York trimmed packer calfskins are nominally figured at \$3.50 for 3 to 4s, \$4.25 for 4 to 5s, \$4.75 for 5 to 7s, \$5.50 for 7 to 9s, and \$7.75 for 9 to 12s.

Packer Kipskins

Packer kip turned active this week. Prices were considered 2½¢ higher on the business, although the price was 42½¢ for new trim production. The skins sold were premium skins. They were picked point skins, from St. Paul, and were all native. There were a few Chicago skins included, but Chicago is also considered a premium point. They were also trimmed, which accounts for part of the higher price. Traders figured that the market was 2½¢ higher as a result of this trading. About 3,500 skins were involved.

With this business, the market is called 37½¢ for native kipskins and 35¢ for overweights, with brands, in both cases, 2½¢ less.

Packer New York trimmed kipskins are quoted nominally at \$8.75 for 12 to 17s, and \$9.50 for 17s and up.

Country Hides

The country market has dropped somewhat since last week, due principally to the lower ideas in the packer market. Tanners failed to respond to offerings at 18 and 19¢, and have chosen to set their bids around 15½ to 18¢ flat trimmed, the best hides drawing only 18¢ attention. The market is figured around 16 to 16½¢ flat trimmed for 48/50 lb. average hides, with lots over 50 lbs. in a range of 15½ to 16¢. Averages around 42 to 48 lbs. at 16½ to 17½¢, with the best hides quotable up to 18¢ flat trimmed, but these lots are hard to find.

Country production has been light this year. Accumulations have not been possible.

Country Calfskins

Country calfskins are quiet. There have been periodic spurts in demand for city and country material, but just for



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selected skins. The city situation shows prices around 35c for best quality lots, but business has not been noted. Country allweights are figured around 26 to 27c, with best selected lots probably quotable at 28c for best quality.

New York trimmed collector calfskins are nominally figured at \$3.25 for 3 to 4s, \$3.60 for 4 to 5s, \$4.10 for 5 to 7s, \$4.50 for 7 to 9s, and \$6.50 for 9 to 12s.

Country Kipskins

Country kip has been very quiet, with neither city or country skins showing price revision. The city market is figured nominal at 25c, but even at that level there is no interest. However, the shortage of packer skins may bring about a little attention from buyers. Country skins are quotable at 21 to 22c with no demand.

Collector New York trimmed skins are figured at \$7.25 for 12 to 17s, and \$8.50 for 17s and up.

Horsehides

Horsehides are not getting much play, but tanners are not particularly friendly towards the present level of prices. For all intents and purposes, the market is figured \$8.50 to \$8.75 for trimmed hides, with untrimmed hides at \$9.50. These quotations are for hides around 60 lbs. Heavier stock could be quoted higher, perhaps up to \$9.00 for trimmed lots.

Butts are quiet and quotable at \$3.00 to \$3.25. Fronts have been getting no attention from tanners, it is understood, but the price level is holding at \$6.00 to \$6.25, depending upon quality.

Wool Pelts

Nothing new in this market. Shearings are showing no change, with demand nothing to get excited about. The small accumulations, however, make the easy demand seem quite normal. The Imperial Valley situation is unchanged. Minor activity has been heard out there but no changes in price. Full wool pelts are quiet, locally, with no quotations noted recently because of lack of offerings.

Pickled Skins

The market is quiet and nominally quoted at \$9.50 to \$10.00 for big packer production. Offerings are slim. Production is exceedingly light.

Goatskins


Interest by U. S. tanners is spotty. Some look to the Leather Show for a stimulant to rawstock sales, but for the present, buyers are purchasing skins on a hand-to-mouth basis.

Last sales in Amritsars was at \$12.00 to \$12.50 per dozen c.&f. for 1200 pound skins, according to the quality of the lot. Little is offered. A little easier tone is noted in Southern India and Coconadas are said to be available at \$13.00 per dozen c.&f. for 1.70-1.80 lb. skins; sea salt cure skins. A firm tone is shown in the Calcutta market with some sales needed to define price levels.

A small movement of Hankows sold in the China market at 93 to 95c per lb. c.&f. Szechuans are quoted at \$1.05 per lb. c.&f. with small sellers asking 5 to 10c higher.

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	20 -23	20 -23	24½-26	23½
Ex. light native steers	27½-28	27½-28	29½	29
Light native cows	24 -24½	24½-25	28 -28½	25
Heavy native cows	19½-20¾	19½-20	21½	24½
Native bulls	15½	15½	16½	16
Heavy Texas steers	19	19½-20	22	23
Light Texas steers	20½	24½-25	23	28
Ex. light Texas steers	25½	19	24	24
Butt branded steers	19	20½	22	23
Colorado steers	18½	18½	21½	22½
Branded cows	19½	18½	21½	24
Branded bulls	14½	14½	15½	15
Packer calfskins	52½	50 -55	52½-65	50-60
Chicago city calfskins	35	35	35	40
Packer kipskins	37½	35	40	40-45
Chicago city kipskins	25	25	26 -28	24



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Last trading in Batis was at \$17.35 per dozen c.&f. for one lot. Batis afloat have been offered at \$18.00 per dozen c.&f. Addis Ababas are quiet and little is offered.

East Indies

Amritsars (1,200 lbs.)	12.00-12.50
Patnas	Nominal
Cawnpore and Lucknows	Nominal
Moufferpores	Nominal
Dinajpores	Nominal
Calcutta kills	Nominal
Cocoonadas	13.00
Deccans	13.00
Kristnas	Nominal

Chinas

Szechuans	1.10- 1.15
Hankows	93-95
Chowchings	Nominal

Africans

Casablanca and Marakesh	Nominal
Algiers	Nominal

Nigerians	1.40- 1.50
Mombasas	14.50
Marakesh	Nominal
West Province (ex. It.)	52
Port Elizabeth (ex. It.)	50

Mochas

Berberahs (shipment)	15.50-16.00
Hobediabs (shipment)	8.50
Bati	17.00-17.50
Addis-Ababa	12.50-13.00

Latin Americas

Mantanzas, etc. (flat) f.o.b.	60-63
Oaxaca, f.o.b.	Nominal
Barquismetos	54-55
Coros	54-55
Maracaibos	Nominal
La Guayras	Nominal
Rio Hache	Nominal
Bogotas	Nominal
Jamaicas	1.05
Haitians	71-73
Santo Domingos	55-58
Brazil (Cereas)	1.35
Pernambucos	1.35
Bahias	Nominal

Cordovas (8 kilos average)	Nominal
Pampas	62
Paylas	69-70
Peruvians	Nominal

Dry Sheepskins

From what can be gathered in talking with operators who have been visiting Fulton County, you can only come to the conclusion that there will be very little raw stock buying for the present. Tanners and manufacturers alike complain about the poor glove business and as they are carrying leather and gloves to take care of any sudden demand, they want to see what develops later on before committing themselves.

Offerings have been made of Mocha blackheads at \$1.40 per lb., basis heavies and seller tried to obtain a bid of \$1.25 without success. Addis Ababa butchers are held at \$13.50-14.00 per dozen, c.&f. and shippers claim they will not sell for less as bids of U. S. buyers seem to be top at \$12.50 and Europe has been meeting the prices asked by shippers. Cape gloves are also firmly held at from 125 shillings up, as to shippers and districts. While it is understood some business has been done with U.S., most of the trading is with Europe and on latest offerings, some shippers have advanced their ideas. Brazil cabrettas are firmly held at \$16.50-16.75 per dozen, f.o.b., which is considerably above the ideas of buyers here. As noted, occasional small sales have been made but price figured less. Most operators assume a waiting attitude and are very cautious in their operations. No real buying has been noted and what sales have been made are of a fill-in nature or else buyer wants to have some inventories to take care of any demand that may arise. As Europe is still taking skins at much higher prices than indications of buyers here, it is said that primary markets are in a well sold up position.

Shearlings are steady and while there has been more interest shown on buyers part, they are not ready to meet some of the prices asked by shippers. Capes have been moving fairly well and latest sales of 1/2-1 1/2 inch at 30 pence and 1/4-1/2 inch at 20 pence, c.&f. Some spot lots or Argentine shearlings, 1/2-1 1/2 inch offered at \$1.85. For shipment, sellers have been talking higher prices for shearlings suitable for "mouton".

Although there is not much buying interest in wool skins except for one large operator, most pullers are showing little interest in offerings due to prices asked. However, it is said that there has been some occasional trading in South American descriptions.

Buyers here show little or no interest in slats but Europe continues to operate and latest reports that 900-lb. Paprahs have sold around \$10.00 per dozen. Offerings of Peruvians are noted around \$2.25-2.50 per dozen, but difficult to effect sales.

● Four scientists of Monsanto Chemical Co. will receive leaves of absence at full salary to study at universities of their own choice. They are: R. W. Radue, O. C. Jones, S. H. Rider and Q. A. Tremontozzi. The award is for the 1949-50 academic year.

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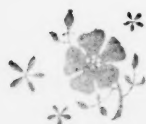
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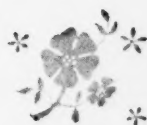
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